

# GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. IV. No. 10.

CHICAGO, ILL., MAY 25, 1900.

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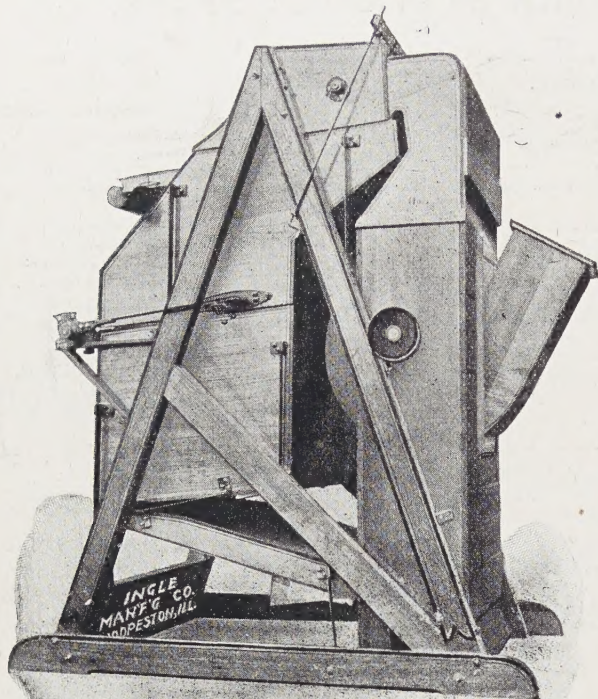
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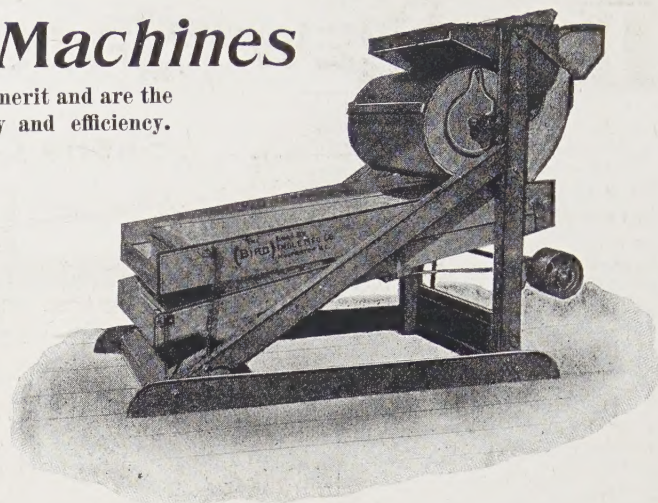
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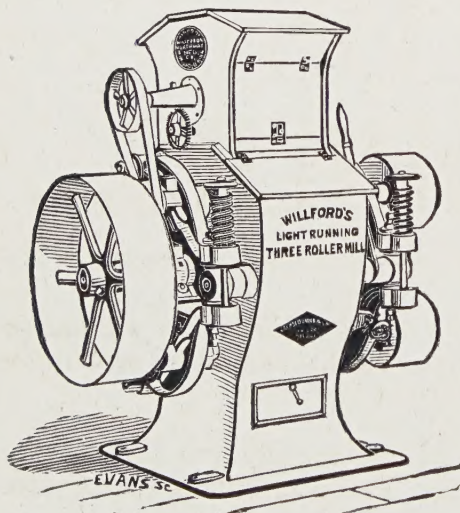
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It has no superior for grinding corn and feed.  
Is light running, compact and durable.  
Has noiseless all belt drive, the machine being driven by one straight belt without any twist or idler.  
Frame is cast in one piece and is perfectly rigid.  
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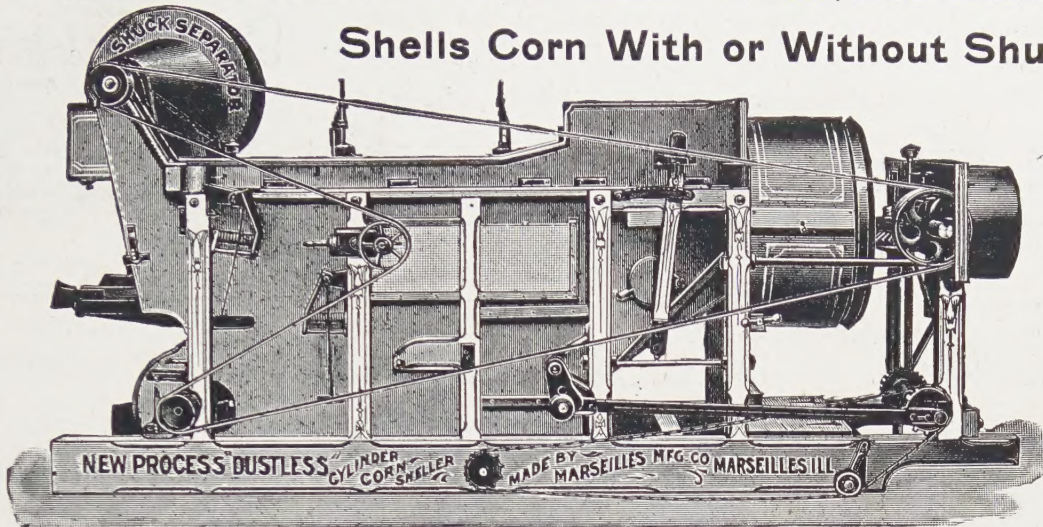
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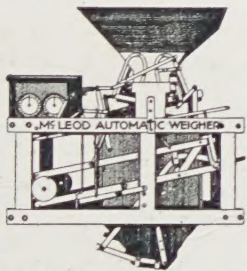
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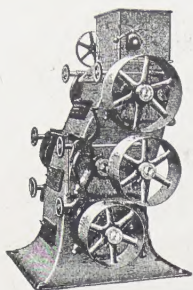
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For Grinding Ear Corn and Small Grain.

Designed more especially as an ear corn grinder, but will grind all grains equally well. Does not crush ear corn and cob, but cuts it first into coarse and then gradually finer cubes until taken by the burrs. GRINDS SATISFACTORILY with 3-horse power up to 15. It's slow speed, only 50 to 300 revolutions. So made it can't heat and spoil feed.

WE GUARANTEE IT

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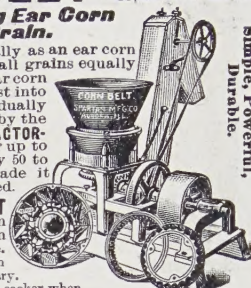
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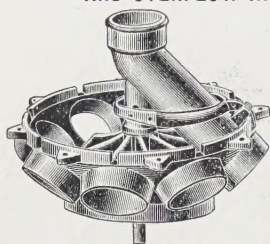
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Mixing grain during process of distribution between turn-spout and bins.

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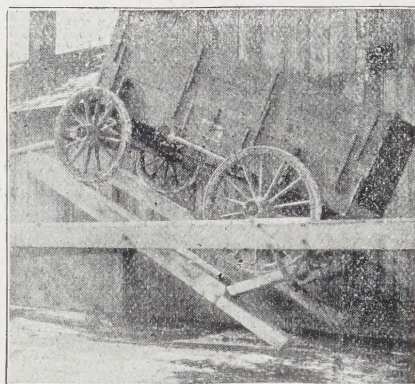
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gives all wagons, regardless of size of wheels, about the same pitch when dumped. It lets all wagons down in dump easy. It can be easily attached to all sill dumps now in use without changing trip or pins. The sills are hung on.

There is no dump that pretends to do what we guarantee the Adjustable Dump will do.

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THESE TABLES show the number of bushels in any amount of grain which can be weighed in large hopper scales. No figuring is required. The tables are well printed on strong heavy paper, and so arranged that anyone can readily find the number of bushels in any amount. The tables are printed on only one side of each leaf. Each leaf is notched at right hand margin and the range of the weights on it shown in heavy faced type on margin. The tables are arranged in eleven columns on each right hand page. The first column contains the weights in thousands and hundreds of pounds, from 20,000 to 70,000 pounds. The second column shows the number of bushels in these even hundred weights of grain; the third column shows the number of bushels in the even hundred weights plus ten pounds; the fourth column plus twenty pounds; the fifth column plus thirty pounds, etc.

The tables are strongly bound in cloth. The tables for **Oats** at 32 pounds are bound in olive green; the tables for **Corn** and **Eye** at 56 pounds in sea green and the tables for **Barley** at 48 pounds in black. Many errors are prevented and much labor avoided by their use. Each book is complete in itself. **Price, \$1.** For any of these tables address the

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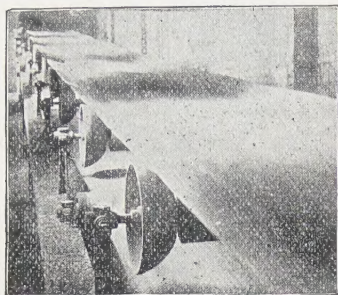
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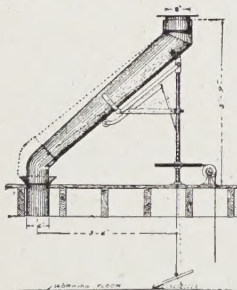
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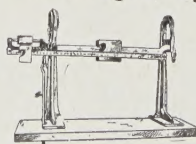
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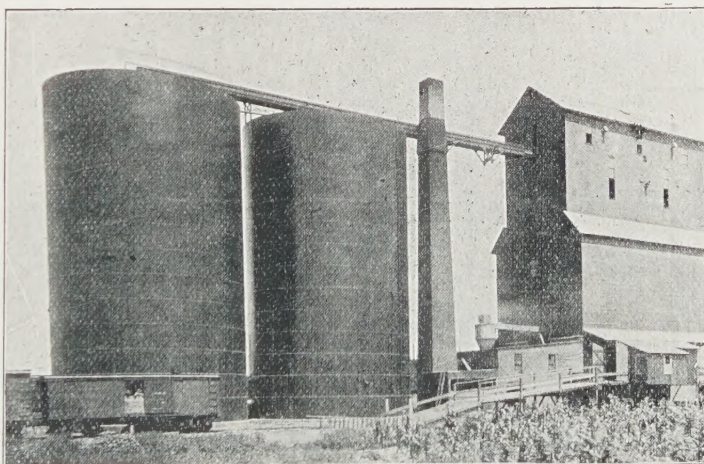
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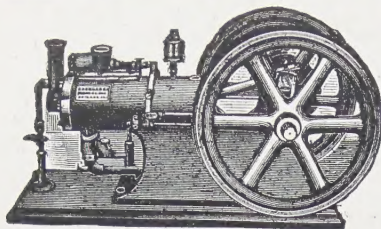
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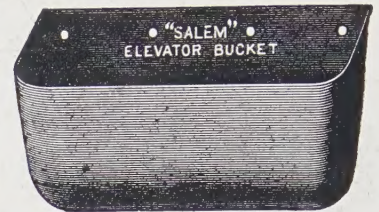
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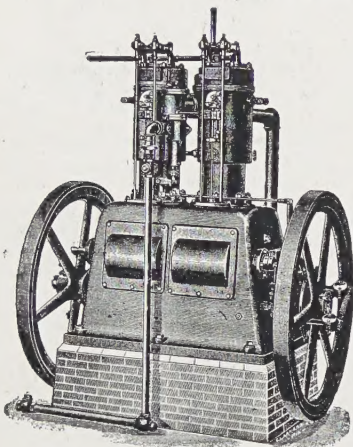
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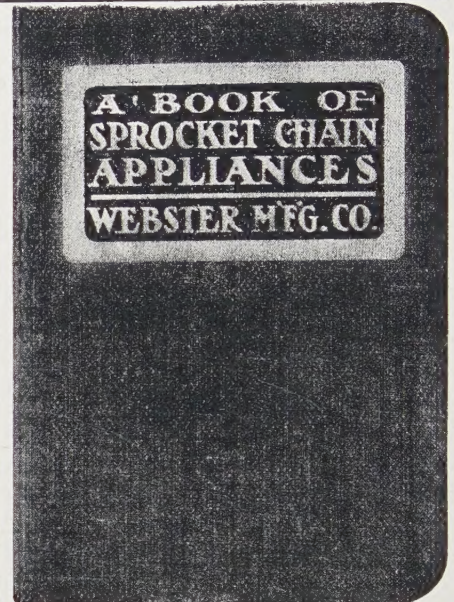
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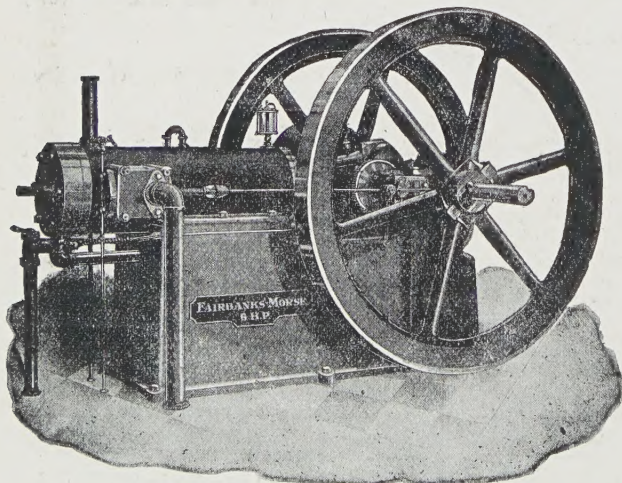
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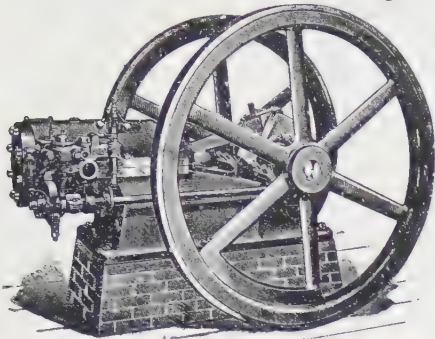
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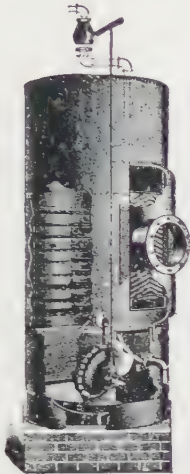
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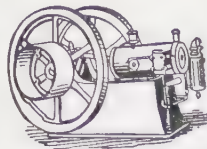
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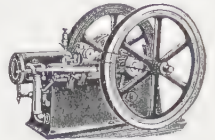
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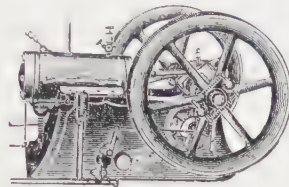
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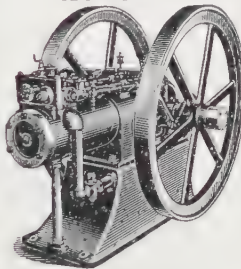
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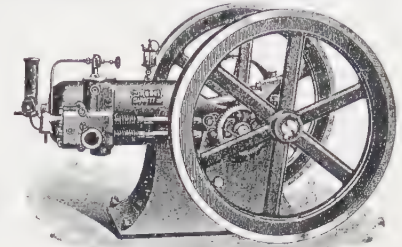
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TWO elevators and one warehouse in central Indiana on the Pan Handle Ry. in excellent grain country. One elevator equipped with feed mill. Good reasons for selling. Will sell reasonable and on easy terms. Address Bargain, Box 9, care Grain Dealers Journal, 10 Pacific Ave., Chicago.

ELEVATORS for sale, 15,000 capacity, horse power, located corn and oats district Central Illinois. 25,000 capacity, steam power. Cedarburg, Wis. 20,000 capacity, steam power, Oconomowoc, Wis. Also elevator on C. M. & St. P. R. R., Bonilla, So. Dakota. Berger-Crittenden Co., 49 Chamber of Commerce, Milwaukee, Wis.

TWO elevators doing good business for sale on reasonable terms. Hardware and implement business in connection with one elevator and dwelling house and lots with other. Will sell together or separately. First class reason for selling. Could fit out if desired a line of these houses with good central location, telephone connection, etc. J. R. Martin, Sullivan, Ill.

ONE OF THE BEST elevators and hay storage barns in Ind. for sale; good county seat in good farming country, 3 railroads. Plant less than 4 years old; fire-proof; gas engine, modern machinery thruout; 500-bu. hopper scales; 1 stationary steam press, 1 portable. Well established trade; best reasons for selling. Box 30, Winchester, Ind.

## ELEVATORS FOR SALE.

ELEVATOR for sale, 20,000 capacity, ironclad building, gas engine power, 2 dumps, corn sheller, cleaners, feed mill, hopper and wagon scale; plant 4 years old; in the best farming district of Ohio. Price, \$4,000, on easy terms. Address H. H. Knapke, St. Marys, O.

## ELEVATORS WANTED.

WANT to rent or buy country elevator in good location. Box 69, German, O.

ELEVATOR wanted in Ill.; junction point preferred. W. M. Clegg, Rice, Kan.

ELEVATOR wanted to buy, at good grain station in Illinois. T. H. Wheeler, Leeds, Ill.

WOULD RENT elevator at good grain point, northwest Iowa preferred. Address C. T. Sidwell, Florence, Ia.

WANTED to buy, elevator, at good grain station, northern Illinois. C. D. Dillin, 6414 Woodlawn Av., Chicago

ELEVATOR wanted to rent, on C. & N. W., in Iowa. S. S., Box 9, care Grain Dealers Journal, 10 Pacific ave., Chicago.

ELEVATOR wanted at good station in Nebraska. J. C., Box 9, care Grain Dealers Journal, 10 Pacific Ave., Chicago.

LEASE of good grain elevator wanted at once; with privilege of purchase in one year. Address A. C. Kaiser, 1207 Locust Street, Des Moines, Ia.

WANT TO RENT good elevator in Ill. or Iowa, with privilege of buying. W. I., Box 10, care Grain Dealers' Journal, 10 Pacific Av., Chicago, Ill.

WANTED FOR CASH: Good country elevator on the B. & M. R. R. in Nebraska; must be cheap. Address C. G., Box 10, care Grain Dealers' Journal, 10 Pacific Av., Chicago, Ill.

CASH buyer wants elevator in good repair, N. W. Ia. preferred, with gasoline power and shipping over 140 cars yearly. L. I., box 8, care Grain Dealers Journal, 10 Pacific Av., Chicago.

## MILLS FOR SALE.

FEED mill for sale, new, never-failing water power; house and vacant lot, on branch of N. Y. C.; extensive dairy country, large feed trade and custom grinding. L. L. Milliman, Middleville, N. Y.

FLOUR mill for sale reasonable for cash, in fair condition; good pools; with 12 acres land. Address W. G. Nunn, administrator estate of J. F. Crowson, deceased, Ladonia, Texas.

## FOR SALE-MISCELLANEOUS.

MALT house and brewery for sale; capacity of malt house, 175,000 bu. per year; of brewery, 20 barrels; in Dayton, Columbia Co., Wash., a town of 3,500 population. For particulars write Jacob Weinhard, Dayton, Wash.

## GRAIN FOR SALE AND WANTED.

DAMAGED grain wanted. W. B. Gallagher, 72 Pearl St., Buffalo, N. Y.

SEEDS OR GRAIN of special grade or variety can be obtained by advertising your want here.



**SCALES FOR SALE.**

FAIRBANKS track scale for sale, 60-ton, 34-ft., good as new; price, \$250. A. K. Knapp, Minooka, Ill.

FAIRBANKS 3,000-lb. floor scale; almost new; double slide beam; cost \$85; sell, \$40. L. Hoffman, Sheboygan, Wis.

HOPPER SCALE for sale at a bargain; 300-bu. Fairbanks, almost good as new. C. H. Tryon & Son, Strawn, Ill.

TWO 2d hd Fairbanks 100-bu. hopper scales, also several R. R. track scales, 38 to 64 ft., Fairbanks make, for sale. U. S. Scale Works, Terre Haute, Ind.

**WANTED.**

CONVEYOR wanted, screw, 60 ft. 6 in. second-hand. H. Waldo, Collinsville, Tex.

WANTED, your grain elevator plans to make. Good work. Write for prices. Austin B. Hayes, Indianapolis, Ind.

**ELEVATOR SITES.**

TEN ELEVATORS wanted on the Findlay, Ft. Wayne & Western Ry. Good locations. Communicate with Frank Finney, G. F. A., Findlay, Ohio.

**FINE  
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ELEVATORS, FACTORIES,  
AND OTHER INDUSTRIES ON  
The Belt Railway of Chicago.**

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AMPLE CAR SUPPLY.

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DEARBORN STATION, CHICAGO.

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Minnesota on the line of the

## Chicago Great Western Ry.

Opportunities for men with capital to invest in paying modern elevators. No section of the country is so free from crop failures. Write for maps and full information.

W. J. REED,  
Industrial Agt., C. G. W. Ry.  
604 Endicott Bldg.  
St. Paul, Minn.

**ENGINES FOR SALE.**

ENGINE, 10-h. p., and boiler 20-h. p.; all in good repair; sold cheap if sold soon. U. S. Fry, Van Horne, Ia.

GASOLINE engine for sale. Lewis make; too large for business. Address Marfield Elevator Co., Sutherland, Ia.

COLUMBIA gasoline engines are the best, guaranteed; prices reasonable. E. L. Gates & Co., 68 S. Canal st., Chicago.

GAS and gasoline engines bought, sold and exchanged. We sell 1/2 to 50-h. p. Fully guaranteed. Gas Engine Repair Co., 43 S. Canal St., Chicago.

FAIRBANKS-MORSE gasoline engine for sale; 54 h. p., 150 rev. Practically new. Address Steel Elevator & Storage Co., West Nashville, Tenn.

NEW AND SECONDHAND machines. Engines from 1 to 50 h. p.; boilers 3 to 60. Passenger and freight elevators. Refiner Elevator Works, Kansas City, Mo.

GAS or gasoline engines bot and sold; 4-h. p., \$125; 7 h. p., \$175; 10 h. p., \$250; 25 h. p., \$450; 40 h. p., \$650; second hand; in perfect order. Colborne Mfg. Co., 35 E. Indiana St., Chicago.

GOOD Frost engine 20 and boiler 30 h. p., at \$100 less than cost. Bot for new elevator; but owing to hitch new engine was put in, this being inaccessible. Seafield Grain Co., Wolcott, Ind.

ENGINES for sale: Frost automatic side crank, 50-h. p., good repair, used 6 mos., \$250; 2-h. p. Fairbanks-Morse Gasoline Engine, in good shape, \$75; 2 1/2-h. p. Lewis Gasoline Engine, \$60; 35-h. p. Charter Gasoline, used 6 mos., \$700; Wilford & Northway feed roll, used since last December, \$85; No. 3 Eclipse Grinder in good shape, \$15; 2 horizontal boilers 36 in. diam. 10 ft. long, 30 3-in. tubes, half arch front, grates, tested to 100 lbs. cold water pressure, \$100 each f. o. b. Omaha. Address Allen P. Ely & Co., 1110 Douglas st., Omaha, Neb.

**SECOND HAND GAS AND GASOLINE ENGINES.**

2 35-h. p. New Era, in first-class condition, nearly as good as new.

1 15-h. p. Otto, rebuilt with latest improvements.

2 6-h. p. Otto, rebuilt with latest improvements.

1 3-h. p. upright Pierce engine.

1 2 1/2-h. p. Fairbanks-Morse engine.

1 12-h. p. steam engine and boiler combined.

1 9-h. p. Nagel steam engine.

1 20-h. p. boiler.

1 12-h. p. engine, 15-h. p. boiler.

We also carry the largest stock of new gas and gasoline engines in the West. Write for catalog and discounts.

C. P. & J. Lauson, 151 West Water St., Milwaukee, Wis.

**ENGINES WANTED.**

GASOLINE ENGINES wanted, or will exchange. All makes and sizes. McDonald, 49 W. Lake St., Chicago.

EXCHANGE—20-h. p. engine, boiler and fixtures for 4 to 10-h. p. gasoline engine. James Sheeran, Chapman, Kan.

NEW and second-hand engines, boilers, pumps and grain elevator machinery and supplies bought and sold. Write me your wants; I can save you money. W. M. Goggin, Board of Trade, Chicago.

**MACHINES FOR SALE.**

TWO-ROLLER feed mill for sale cheap. D. W. Bremer, Clear Lake, S. D.

MORGAN Wheat Scourer, large size, for sale for \$50 f. o. b. cars. Gilchrist & Co., McGregor, Iowa.

VICTOR SHELLER & CLEANER, No. 6, for sale cheap. Never used. Whitaker & Jennings, Francesville, Ind.

MACHINES not in use can be sold by advertising. Get your money out of them; get the machines out of your way; sell them and reduce your fire risk.

HOWES No. 5 oat clipper and Howes dustless separator, both for \$250 fob. Chicago; capacity, 500 bu. per hour. Guaranteed to be in first-class condition. Z., Box 2, care Grain Dealers Journal, 10 Pacific Av., Chicago, Ill.

FEED ROLLS, SCALES.—3 three-high feed rolls; 3 600-bu. and 3 60-bu. Fairbanks hopper scales at a bargain; receiving and milling separator at your own price. S. G. Neidhart, 110 Fifth Av. S., Minneapolis, Minn.

NEW and second hand gasoline engines, roller feed mills, steam engines, boilers, shafting, pulleys, belting, flour mill and elevator furnishings at your own price. We corrugate rolls on best machines at large discount. Get our prices and save money. Jackson Corn & Feed Mill Co., Minneapolis, Minn.

**SITUATION WANTED.**

SITUATION wanted to manage country elevator; 27 years' experience; references. Milton Demorest, Orient, O.

**HELP WANTED.**

MAN WANTED, first class, for elevator; steady job. Address Bateman & Noble Bros., Bellflower, Ill.

SOLICITOR wanted for grain commission firm. Must be sober, reliable and have some trade in northern Iowa, Minnesota and Wisconsin. Address Chicago, Box 9, care Grain Dealers Journal, 10 Pacific Ave., Chicago, Ill.

WANTED—A few good grain and hog buyers on the new line of C. & N. W. R. between Belle Plaine, Iowa, and Fox Lake, Minn. Only men of experience with good references need apply. State in first letter salary wanted, age, married or single, how long have bot grain in a regular elevator, where, and how soon at liberty to accept position. Address A. J. Zingre, Mgr., Nye & Schneider Co., Mason City, Ia.

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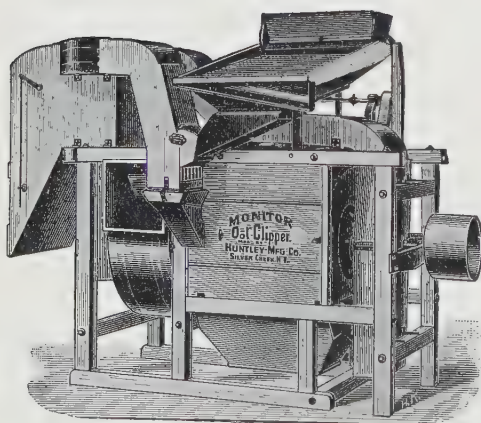
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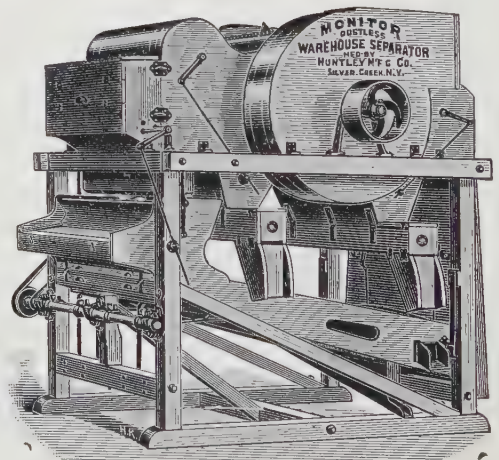
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# GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month

BY THE

**GRAIN DEALERS COMPANY.**

10 PACIFIC AVE., CHICAGO, ILL.

CHARLES S. CLARK, . . . . . Editor.  
J. CARVER STRONG, Advertising Representative.  
NORMAN H. CAMP, . . . . . Attorney for the Company.

Price, Five Cents a Copy: One Dollar Per Year.  
Foreign Subscriptions, \$1.50 per year.

Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., MAY 25, 1900.

Well-coopered cars pay large dividends to shippers.

The Iowa Association is getting in position to do effective work.

Keep children out of your elevator, then they will not be wound up with machinery or smothered in bins.

The annual meeting of the Illinois Grain Dealers Association will be held at Decatur, June 12th and 13th.

Politics is stirring up a scandal about a candidate for office who was formerly a public ware-housman in Chicago.

Now is the time to give your elevator a thoro cleaning and a fresh coat of white-wash. Dirt and darkness harbor weevil and other grain infesting insects.

The cause of organization is to be still further advanced by the organization of the grain dealers of Indian Territory, who will meet at Claremore next Monday.

Dealers who take part in over-bidding contests shud not forget that the buyers at neighboring stations have some rights which they are surely bound to respect.

The Southwest has every prospect for a large crop of wheat, and if as much clipping is indulged in as during recent years, the oat clipper manufacturers will have a harvest of their own.

Elevator men who make alterations in their plants shud keep in mind the safety of employes, as well as visitors. Dangerously arranged machinery may result in accidents and damage suits.

If builders of elevators would give their shipping spouts more slant, grain could be loaded with much less labor and less expense. Shoveling would not be necessary if the down spout was not persistently placed at right angles to the spout leading out to the car.

Buckling of elevator legs, resulting from settling of houses, is likely to result every time the leg is encased from boot to head. The up-to-date builder

avoids all this trouble by omitting 20 or 30 feet of the casing and anchoring top of casing firmly to the building.

The grain buyer who pays top market price for good, bad and indifferent grain will soon receive nothing but the poorest, for the very good reason that he discourages farmers in bringing grain to market in prime condition by refusing to discriminate in favor of the better grain.

Texas will surprise the pessimists with a large crop of wheat this year. The grain dealers of the state are proving themselves equal to the needs of the state, and providing up-to-date facilities for handling the crop, as is evidenced by our Texas news column in this number.

The country shipper who places a good cleaner in his elevator and uses it upon every opportunity generally gets back the cost of it several times during the season. The up-to-date buyer runs farmers' wheat thru his cleaner before putting it into the scales, and returns the dirt and other foreign matter to the farmer. Before shipping, he runs his grain thru his cleaner, thereby improving the chances of his grain being graded contract, and avoids paying freight on dirt.

The steam engine as a prime motive power for country elevators will always be the most popular power in the corn surplus districts and where coal is very cheap. In the surplus wheat districts like the Spring Wheat Belt of the Northwest, where coal is expensive, the gasoline engine will always be the most popular with the elevator men. There are many elevator men who thoroly understand the operation of a steam engine and know by experience that they can rely upon it at all times.

The country shipper who sells line grade grain on track, must expect to come to grief. The track buyer cannot afford to pay contract price for any old grain the shipper happens to place in the car. Experience seems to prove that it is far better to consign off-grade and line grade stuff; and some dealers claim, with every show of knowing whereof they speak, that the actual results from consignments during a period of three months invariably show better returns than sales on track.

The Cullom bill may be pigeon-holed at this session of Congress, but there is one thing certain. The shipping public needs and will never rest until it gets steady and uniform rates of freight. The rank discriminations and secret cuts of recent years have done more to injure the business of grain shippers and to aggravate the shipper than all the discriminations prior to the enactment of the present law. It is not reasonable to suppose that the railroad companies will

profit by rates which discriminate against places, persons or commodities. It is not the best interests of the railroad companies which produce the secret cuts; it is the result of over-competition and the desire to advance private interests.

The verdict ordered by Judge Kohlsaatt, in the case recently brot against several members of the Chicago Board of Trade, was a painful surprise to the members of the trade, who were convinced that bucket-shopping had been indulged in on the Board, and hoped that some culprit would be caught and severely punished. Unless all suspicion of such methods are put at rest, speculators will be very careful in placing their speculative orders. Reports of such trickery will surely shrink the volume of business and bring the entire trade into disrepute.

The annual outing of the Ohio Grain Dealers Association will be a business meeting this year. The dealers of the state have long enjoyed their annual gatherings. Some of them have caught a fish or two, and others a very bad cold. Every regular dealer in the state is expected to go to Put-In-Bay June 11th prepared to do business. The leaders of the State Association are determined to do more effective work. The business interests of the dealers of Ohio are indeed in bad condition, and merit the attention, not only of the State Association, but also of many local associations. It is sincerely to be hoped that all will awaken to the interests of their business and put in appearance at the annual meeting.

An elevator man who was recently in the market for a new belt, complains that a three-ply belt in one of his elevator legs was expected to give out any time, altho it had been in place less than one year. Beside it, and doing the same work, was a three-ply belt bot years before, but which seemed good for several years' service. A belting man who was confronted with the facts acknowledged that the belts of today are not equal to those of ten or fifteen years ago, but assured the elevator man that any one willing to pay for a good belt could purchase it. Competition seems to have increased the discounts and decreased the quality of belts. When buying, it will pay to insist upon having a good belt, even tho they do cost a trifle more.

Prospective builders who first obtain figures on a new elevator from a country barn builder and then are amazed at the prices submitted by professional designers and builders, who have made a study of the different strains to which an elevator is subjected, should not forget that the first cost of an elevator is not the only cost. During the last year, we published fotografs and notices of the falling



of several of the houses erected by carpenters. The saving effected in the purchase of material, the convenience and the economy of a properly designed elevator are points that no grain dealer can afford to overlook. The reduction in the cost of operation of power, of machinery and the better utilization of the space at hand for storage purposes will, in 99 cases out of 100 more than offset any apparent saving which may seem certain upon comparison of the figures submitted by the barn builder and the elevator builder. The best is always satisfactory.

Several excellent points are scored by Mr. Andrews in his interesting paper on "Better Harvesting of Grain," published elsewhere in this number, which merit the serious consideration of every man who buys grain from a farmer. The Texas dealers, like dealers of some other states, have permitted over-bidding to drive them to pay more for inferior oats than their judgment would warrant them in doing. This has had a two-fold effect upon the farmer, as Mr. Andrews very clearly points out. First, it impresses him most emphatically with the idea that the regular buyers were striving to get his grain for several cents less than it is worth. By paying full market price for stained, damp, musty oats, the dealers have placed a premium upon slovenly methods of harvesting grain, and naturally the farmer has discovered no reason why he should take greater pains and market his grain in prime condition. When the dealers place a sharp discount on off-grade grain, the farmer will find some encouragement for more careful methods.

Some of the friction breeders of the Kansas City Board of Trade, who are ever alert for an opportunity to antagonize the regular grain dealers of the Southwest, have found in a recent order of a railroad company, which forbids its agents to give out cars for grain warehouse purposes, grounds for a sensational article in a sheet known as "The World." It may further please the narrow-minded bigots who are opposing the regular dealers of Kansas to know that the other railroads of the state have also determined to forbid the use of cars as grain warehouses, and hereafter cars will not be set out for grain shippers, unless they have the grain in sight in car-load lots ready for shipment. This as a protection given to every country elevator, as well as to the regular shipping public. The railroads' charters and the laws of the State require them to furnish cars for transporting grain only, not for the purpose of storing it. The elevator man with his own capital, provides depots for this class of freight, and as he keeps an open house the year round, it is not right that he should be compelled to compete with men who are supplied with ware-houses on wheels.

### COBS.

Readers will confer a favor by reporting new elevators, new firms and business changes.

Bucket shop operators in St. Louis and other cities are said to contemplate substituting New York grain quotations for the Chicago figures if the Board of Trade succeeds in withholding wire connection.

Avery's new automatic grain scale was given a public trial recently at Liverpool, Eng. With this scale grain can be weighed even when the boat is rocking. Its use would facilitate the discharge of cargoes at nearly all European ports, where modern appliances are lacking.

J. M. Flynn of the Russian-American Commercial Co. states that there is before the State Department at Washington a plan submitted by the Russian government whereby Russia and the United States could dictate the wheat prices for the world. Mr. Flynn has a beautiful scheme.

Wheat receipts at five winter and four spring grain markets for the 46 weeks ending May 14, as compiled by the Cincinnati Price Current, aggregated 204,935,000 bushels; against 246,276,000 and 213,489,000 bushels for the corresponding periods of 1898-9 and 1897-8. For the week receipts were 2,393,000 bushels; against 2,636,000 bushels for the previous week and 2,042,000 a year ago.

The Yearbook of the Department of Agriculture for 1899 is in press and will be ready for distribution during June and July. Of this handsome, illustrated volume of 880 pages, there will be printed 500,000 copies, nearly all of which will be distributed by Senators and Representatives, to whom application should be made by those desiring a copy. Congress has authorized a limited edition de luxe with extra binding for distribution abroad during the Paris Exposition.

Dan Talmage's Sons say: Cleaned rice which will carry safely in Northern latitudes is apt to go to pieces in the South on the first approach of warm weather; especially is this the case right on the coast under the combined influence of moisture and heat. With any ordinary care, rice in the rough will carry indefinitely, but once "unjaeketed" and the trinity of seasonable foes—"weevil, worm and weather"—begins its undoing. The industry needs enlarged warehouse capacity by which to carry the rough, that it may be milled and marketed as called for, right up to the incoming of the succeeding crop. Under deliberate procedure the present crop might easily have averaged over one cent per pound higher, or an aggregate of say three million dollars more than was realized.

John Hyde, statistician of the Department of Agriculture, in his report of May 10, gives the area of winter wheat as 26,585,000 acres, or 3,563,000 acres less than the area sown last fall. The reduction in acreage in the principal states, owing to winter killing and the ravages of the Hessian fly, is as follows: Indiana, 1,608,000; Ohio, 969,000; Michigan, 317,000; Pennsylvania, 158,000, and Illinois 137,000 acres. For the area remaining under cultivation the average condition on May 1 was 88.9. While this average is 6.2 points above the mean of the averages of the last ten years, and has been exceeded only three times in fifteen years, it must be remembered that the acreage plowed up, cut for forage (except in California, where it is not yet definitely ascertainable) or otherwise abandoned has been entirely eliminated.

### ADVANCING INTERESTS OF GRAIN DEALERS.

(A Paper by W. B. Harrison, McKinney. Read Before the Texas Dealers.)

What can our association do to advance the grain interests of Texas? I beg to submit the following, believing what will be to the interests of grain in Texas, will be that which will improve its shipping interest.

The moral hazard in shipping is one of the greatest evils we have to contend with. We should do all in our power to reduce this risk, rebuke all transgressors and report them to the association, thus giving ourselves a reputation, that the world may know that contracts with a member of this Association will be carried out, thus creating confidence so essential to commercial advancement. Among the evils now existing, I will mention: off-grades, short weights, and shipping one commodity as another, taking a lower rate of freight, and thereby not doing justice to honest competitors.

See that the parties to whom we sell live up to their contracts and report to the Association anybody who turns down a shipment on account of a decline in the market after shipment is made; and advise that no member of our Association sell or ship them under any circumstances.

Make it a rule, under no circumstances, to accept a collect message, the party sending the message always prepaying same.

Make application to the Railroad Commission of Texas to remedy the charge of 17½ cents per 100 pounds freight (or 15 cents, as the case may be) for oats and corn in the same car, when straight cars of each are taken at a rate of 12½ cents per 100 pounds to common points. Also make us a tariff wherein we can ship corn chops in cars with meal at the meal rate. At present, chops take the local rate, no provision being made by the Railroad Commission for shipping these two commodities together.

Under all circumstances avoid selling through brokers, as we learn from experience and from what others say in the matter, that most of our troubles come from brokers. Always look after the interest of the home man, which is natural. When a broker is used, require a confirmation from party to whom he sells.

When shipments are made to prepay stations, always require a bank guarantee that drafts will be paid on presentation, or decline the shipment.

I recommend that under no circumstances shall any member of our Association ship anything subject to inspection, from the fact that we had better have our stock at home than shipped probably hundreds of miles away, subject to the influences of a declining market and the whims of the purchaser. Not allowing inspection will influence the buyer to deal with responsible concerns.

The Association should see that transferring shipments from one car to another en route is not done, as there is always a loss in weight, sacks are torn and injured, and when hay is shipped, the bales are torn and rendered unsightly. Frequently this causes rejection.

Under no circumstances should a bill of lading reading, "Shipper's Load and Count," "Wet and Waste," "Owner's Risk," be accepted by any member of this Association, as the Railroad companies refuse to pay shortages in sacks and weights, or damage, under these conditions.

Demurrage: We get a car from the railroad company and load and ship the same day at shipping point, we are allowed three days (36 hours) privilege in which to load and ship, and we have used only 12 hours. The Association should see that we have credit of 24 hours, or two days, at destination, giving us a total of 60 hours, or five days, at destination, to unload free of service after arrival. In other words, we should have six days; let it be consumed at either end.

We have to pay demurrage when we fail to ship in time required by railroad company, \$1 per day. This Association should see that we have good service from the railroad companies. If the car is not delivered at destination in a reasonable length of time, the shipper should have \$1 per day for delay other than necessary; thus expediting shipments in transit and saving rejections on account of slow movement.

For all purchases made from parties not members of our Association, I recommend that all drafts from these parties be held until shipments arrive and are accepted. Or require a bank guarantee, holding the buyer harmless. This will influence all dealers into the Association.

I recommend that this Association take some step requiring that the railroad companies, where an overcharge in freight exists, be made to refund same in 30 days, instead of six to twelve months, which now seems to be the rule.

I suggest that all drafts made by members of this Association with bill of lading attached, should be paid on demand, with instructions to banks that they be returned at once if not paid; then hold the purchaser for damages, thus establishing a high commercial standard for the members of this Association.



## LETTERS FROM THE TRADE

## CROPS IN ILLINOIS.

Grain Dealers Journal: While returning May 21 from a trip to Cincinnati, going via the Wabash, I. D. & W., and C. H. & D. and back over the C. H. & D., and Monon to Chicago, and Wabash thence, I observed closely the crops. There is not enough wheat in Indiana and Ohio for bread and seed, and Cincinnati dealers are looking towards Kansas for their wheat supply. The prospects for corn and oats are fair, but not equal to Illinois. I fear that our hopes of a bumper crop of wheat in this state have vanished, all on account of the Hessian fly. We have in sight a most magnificent prospect for corn and oats. It is well to be careful about getting in too heavily on the short side of wheat, but there will be oats to sell and give away. Cattle and hogs do not eat oats, neither do bicycles, motorcycles nor electricity. As to corn, it is a long time until next December. Don't forget the locusts, army worms and the festive chinch bug. M. R. Thayer, Dawson, Ill.

## LITTLE CORN IN IOWA.

Grain Dealers Journal: I have just made a trip from Des Moines to Moline over the Chicago & Northwestern Railway, and find at every station a village of empty corn cribs, which were filled with corn at this date, May 16, last year. Some stations which last year at this time had from 100,000 to 250,000 bushels have not a bushel.

I have never seen so little corn at country stations at this time of year as now. Sac City has always been a great corn station, and a year ago had 300,000 bushels in store. Now, one lot of 30,000 bushels is all there is left, and that was cribbed in 1895, and is owned by a non-resident. Not a carload of crop of 1899 corn has been shipped from Sac City, and none will be shipped. Cattle feeders have taken it all.

Farmers of Iowa have very little corn to sell, and it is the same with the farmers of other states. Higher prices for corn are inevitable should anything happen to the growing crop, or the foreign demand spring up.—H. P. Brown, Des Moines, Ia.

## FAILURE OF FARMERS ELEVATOR.

Grain Dealers Journal: I enclose a clipping from a local paper, which tells of the failure of the Granger Elevator at this place:

The St. Paul & Kansas City Grain Co. has bought the Farmers' elevator, consideration \$2,000. It is thought that the company will move their old elevator away to some other point, retaining here their grain warehouses, cribs, etc. The farmer stockholders made a heroic effort to make their elevator a success, having capable men in charge of it, but for some reason the elevator never made expenses. Some claim that the management bought on too small a margin, and in the end entailing loss, while others think that the main reason for failure was lack of storage room in which to hold grain, thus taking advantage of the markets.

At any rate the elevator has been a losing institution to the stockholders from the start, though a few gritty ones toward the last assumed all the obligations of the company and thus practically bought the elevator. But even they found the burden of keeping the elevator running too heavy and so decided to dispose of it. Probably had all the farmers who first entered the association have patronized the elevator

exclusively it might have been a success, yet those who did not patronize it evidently felt that it was more profitable for them not to do so.

The experience with the elevator emphasizes the fact that it is almost an impossibility for any kind of a corporation to make a success of a business in which the members are not educated, and to which the main stockholders cannot give their exclusive time.

The experience of these dealers should serve as a warning to the Illinois farmers who propose to enter the business at different places.—D. J. Jenks, Coon Rapids, Iowa.

## REPLIES TO ATTACK ON IOWA DEALERS.

Grain Dealers Journal: I notice in your issue of April 25th, 1900, you published an article sent you by D. K. Unsicker, Wright, Ia., which was published in the Iowa Homestead, of Des Moines, Ia., under date of March 29th, 1900, signed by one "Agricola," and it reads as follows:

"I notice that there is a proposed law before the Iowa Legislature, by force of which a man rents his farm must have a written document to that effect and have it recorded, otherwise he will not have a first lien on the crop for his rent. It is not a party question but it is plainly an effort to protect the grain buyer, regardless of the interest of the owner of the land.

"Now I submit whether the farmer should watch for a dishonest tenant, or the man who buys the grain, who often has an old claim which he wants to secure. I don't care to go further into its rascally features, but anybody can see that its effect would be to add expense to the farmer in having the instrument made and recorded, loss of time in going to the county seat, and besides it is a vile innuendo against the honesty of the tenant farmer, who has enough burdens without these additions. If a grain dealer is too lazy to look up the standing of any of his customers it is my opinion that he had better go out of the business into something that don't require brains or labor.—Agricola."

True there was a bill introduced into the Iowa Legislature last winter relating to landlords and tenants. The relief asked for in that bill was to compel the landlords thruout the state to record their leases, thereby giving the world notice that certain liens existed against certain crops. Would that have been an injustice to the landlord or tenant? I answer, no. If a man takes a mortgage on certain property he must, in order to make his lien valid, record the instrument, which gives due notice to every other person that the lien exists.

Under the present lien law the grain buyer has no way of ascertaining who holds liens on crops. If a buyer pay a tenant for grain on which there is a landlord's lien, the only way he can get out of paying for it the second time is to prove conclusively that the landlord had knowledge the grain was being disposed of, and it is very seldom it can be proven.

If a man sells mortgaged property, it is a criminal offense. If he sells grain on which there is a landlord's lien and does not apply the money on his rent he has committed no crime in the eyes of the law. But "Agricola" says it is all right, the "lazy dealer" should look up the standing of his customers. "Agricola" also says, it would be a great expense and inconvenience to the landlords, and cause them to make unnecessary trips to the county seats to record their leases. How thoughtful in him to offer these suggestions in the interest of the poor, down-trodden landlords. It makes no difference about the grain dealers all over the state of Iowa. It's all right for them to pay twice for large lots of grain. Every man of ordinary intelligence concedes the present lien law is unjust, and not even founded on common sense.

The probability is that "Agricola" is a landlord, and looks at the matter from a

landlord's standpoint, otherwise he would not term the proposed law a "vile innuendo." "Agricola" also speaks of the "rascally features" of the proposed law. If there ever was a more rascally act committed than when the landlords of this state started out to defeat the measure that was introduced into the Legislature last winter, I would like very much to have "Agricola" arise and speak, or forever hold his silly tongue. Is it any wonder that a man would hesitate long in signing his name to an article so absurd and unreasonable as the production published over the signature of silly "Agricola?" "Agricola," you will notice, has a master mind, controlled by a fertile brain, or he could never have produced such "populistic" ideas. "Agricola's" sense of fairness and justice compares favorably with one Aguinaldo of Philippine fame.

The grain dealers in Iowa are entitled to protection as well as other lines of business, and they are not asking for legislation to the detriment of the land-owners, but they believe the present lien law is nothing more than class legislation. The bill introduced last winter was defeated in the Senate by one vote, but the dealers thruout the state will not sit idly down and give up the ghost. When the next Legislature convenes you will find them up and doing, with another bill ready to introduce which will be backed up by every grain dealer in this great state, and they will see to it that the present law is amended as it should be. After the battle is over and the victory is ours, you may expect another great production from the pen of "Agricola."—G. A. Stibbens, Coburg, Iowa.

## ASKED AND ANSWERED

## CAR LOADED UNDER MINIMUM: WHO PAYS LOSS?

Grain Dealers Journal: In the Journal of May 10, page 278, we note a question as to who should pay the loss on a car of grain loaded below the minimum. Our view of the question in point would be that the buyer would have to stand the excess freight accrued because he stipulated the amount which should be loaded into each car, without qualifying as to the minimum or maximum of the car. However, we think a shipper, under such circumstances, should have protected the buyer or broker by notifying him of the rules of the company pertaining to the maximum load, and asked for instructions. These are courtesies that buyers and sellers owe to each other. B. A. Lockwood Grain Co., Des Moines, Ia.

(In reply to the query of T. & C. Co. in the issue of May 10th, will say that where grain is sold f. o. b. sellers tracks, the seller has nothing to do with the freight, providing he follows the instructions given in relation to the shipment of the grain; and therefore the broker or buyer must settle with the railroad for the freight. The broker was bound to take notice of the rules of the railroad and give his instructions accordingly. It may have been an advantage to the broker to only have 33,600 pounds in each car, even tho he had to pay freight on 40,000 pounds. At one time last year the Eastern interior trade was offering a premium for small car loads, the buyers not having facilities to care for large car loads.)



## GRAIN CARRIERS.

The wheat rate from Duluth to Buffalo is nominally  $2\frac{1}{2}$  cents.

The number of new roads projected has fallen off greatly compared with one year ago.

The government has taken bids on extensive dredging of the channels connecting Lakes Huron and Erie.

The Fort Worth, Corsicana & Sabine Pass Railway Co. has been incorporated to build 350 miles of road.

Foley Bros., of St. Paul, have received the contract to build 73 miles of road from Casselton to Dickey, N. D.

The Canadian canal authorities have ordered that the Welland Canal be closed Sundays between 6 a. m. and 9 p. m.

The Gulf & Mississippi River Transportation Co. has been incorporated to maintain a line of barges on the river.

The Illinois Central is grading 23 miles of road between Lyle and Albert Lea, Minn., which is to be completed Aug. 1.

Chicago grain rates took another drop May 19, going to  $1\frac{1}{2}$  cents on corn to Lake Erie. Wheat was taken at  $1\frac{3}{4}$  and oats at  $1\frac{1}{4}$ .

The Rock Island has trains running four miles out on its extension from Kingfisher, Okla., to Guthrie. Work is being pushed.

Thrifty natives of the Maine coast are fishing for the wheat from the steamer California, which went ashore at Portland. One man cleared \$70.

The Niobrara, Sioux City & Black Hills Railroad Co. has been incorporated to build a line running west from Sioux City, Ia., to Naper, Boyd Co., Neb.

The Pennsylvania Railroad Company is said to have acquired the 17 steamers of the Erie & Western Transportation Co. Six new steamers will be added to the fleet during the next 18 months.

The Hamilton & Fort William Navigation Co. is building two steamers at Dundee, Scotland, and Newcastle on Tyne, Eng. With their 225 feet length these boats on a draft of 18 feet will carry 120,000 bushels of grain each.

The American Ship Building Co. has contracted to build a number of steamers and tow barges for the Connors Syndicate, which is developing the grain export trade of Montreal. The new line will be ready for service in September.

Committees of the various railroad freight associations will be appointed to consider the advisability of increasing the number of classes on the official list, as well as the establishment of a new rate basis between Chicago and New York.

Smith, Gambrill & Co., of Baltimore, have applied to the Chicago Board of Trade to have the representative of the Grand Trunk ruled off the floor. The railroad has refused to settle, it is said, for a car of oats shipped from Chicago two years ago by the Baltimore firm and lost in transit.

New steamers have been launched this spring from many lake shipyards. The American Shipbuilding Co. alone so far this season has launched 12 mammoth freight carriers, costing \$4,500,000, and having a carrying capacity of 70,000 tons. Eleven more are on the stocks in the yards of the company.

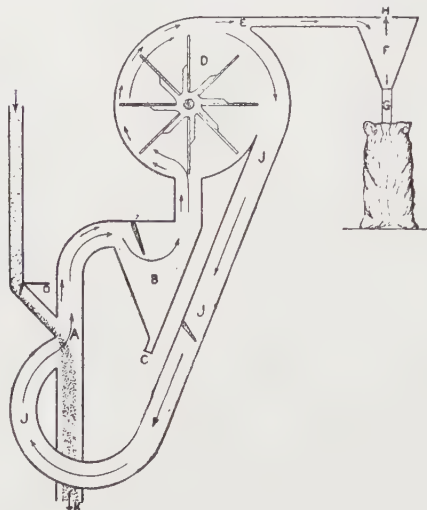
A. B. Wolvin, of Duluth, is at the head of the International Navigation Co., recently organized to operate a new steamship line between Duluth and Montreal. The boats will be of a size to pass thru

the Canadian canals to the ocean. During the winter the craft will navigate the ocean, instead of lying idle at the docks, as is customary with lake vessels.

By its new extension from Marion to Thebes, Ill., the Chicago & Eastern Illinois not only secures an outlet to Arkansas and Texas points over the St. Louis Southwestern, with which it enjoys close relations, but is enabled to send thru shipments from Chicago to Mobile and other important points in the South by reason of a traffic alliance with the Mobile & Ohio.

A serious objection urged against the existing plan of making the rate on export grain 2 or 3 cents lower than the rate to the seaports for local consumption is the possibility of abuse by shippers, in forwarding freight for local delivery at the export rate. The fact that railway officials may sometimes have connived at the fraud does not make the practice any more defensible.—*Railway Age*.

President Ives of the Burlington, Cedar



Grain Aspirator.

Rapids & Northern states that the remaining portion of the extension of the Worthington line between Wilmont and Hardwick will be completed June 30. In order to concentrate all its business destined for Minneapolis and St. Paul the company will build 44 miles of road from Germania to Albert Lea. The work is to begin as soon as the weather permits and be completed Aug. 1.

Detective work by the roads in the territory of the Central Freight Association last year resulted in a gain of \$1,955,000 in revenue from the correction of false billing. Few, very few, grain shippers resort to misdescription to defraud the railroads. With a uniform charge per 100 pounds for all commodities these colossal frauds, aggregating millions yearly, would be impossible. Wise shippers have learned that the name the article goes by makes a vast difference in the charges. Why one kind of iron should cost 15 cents per hundred to transport, while another kind of iron cost 18 cents, or 25 cents, is a profound secret, known only to rate clerks.

A vicious decision involving the long and short haul clause has just been rendered by the Interstate Commerce Commission in the case of A. J. Custin against the Burlington & Missouri River Railroad. The opinion, by Commissioner Yeomans, relates to the rates on sugar from San Francisco to Kearney and from San

Francisco to Omaha over the same line. The railroad is permitted to charge a higher rate for the shorter distance. The reason given by the Commissioner for this distortion of the law is the competition of refineries on the eastern seaboard with those on the Pacific coast, and the competition of water carriers. In order for the road to get the Omaha business it is permitted to make a low rate to that point. The Commission will not interfere with the railroads' desire to make the rate to Kearney as high as the people can be made to pay.

### A WHEAT ASPIRATOR.

The accompanying cut illustrates an aspirator invented by a milling engineer of England and used in that country.

This machine is of the self-contained type. The air passes thru the dirty wheat at A and carries away the dust and other light impurities. It is then drawn thru the chamber B where the heavier impurities are deposited and spouted off at C. The lighter material is carried on into the fan, which drives the dust to its circumference, whence it escapes at E with a small portion of the air to a small dust collector, the dust falling into a sack at the bottom while the air escapes at the top.

The main body of the air continues to circulate, to again act upon the grain and so on. The small quantity of air which escapes from the outlet in the dust collector is replaced by fresh air drawn in thru the cleaned grain at the point where it leaves the aspirator.

By the use of this machine it is claimed that the grain is always cleaned with absolutely pure air. The whole body of air is in slow but constant course of renovation owing to the fact that part of the air is continually escaping thru the dust collector outlet and pure air entering at the clean grain exit.

The corn oil production of the United States is said to be 5,000,000 gallons annually.

A carload of corn contributed by Waverly, Kan., was sold by auction on the Chicago Board of Trade May 10 for 65 cents a bushel, to the Richardson Co., netting \$1,086 for the India relief fund.

Corn oil for cooking purposes is soon to be placed on the market by a milling company of Terre Haute, Ind., whose chemist has accidentally discovered a method of distilling and clarifying the liquid.

The corn fed to hogs each year is estimated by the Bureau of Statistics at 800,000,000 bushels, or over one-third of the crop. The quantity of corn consumed by each hog is not far from 20 bushels. No estimate is given of the amount consumed by bulls and bears.

Toledo Market Report: There is extant an oration by Lysias, the Athenian, "Against the Grain Dealers," delivered about 400 B. C. The accusation brot was that the dealers had each bot more than the 50 measures of grain, which the law prohibited, under penalty of death. And Lysias insisted that the grain dealers be put to death to satisfy the law. His peroration was: "If you condemn them, you punish them and make grain cheaper; if you acquit them you make it dearer." We are not informed as to whether they were convicted or acquitted, but it evidently was no snap to be a grain dealer in Athens 2,300 years ago.



## A MODERN 5,000 BUSHEL ELEVATOR.

The efforts of country carpenters in constructing grain elevators frequently result in ridiculous and expensive houses. Notices of their falling or giving away to an unbearable feeling of depression appear in the Grain Dealers Journal every season. After a collapse the seeker after a cheap elevator concludes that the first cost is not the only cost, and he resolves to let no more contracts to inexperienced, irresponsible barn builders.

The accompanying plans are of a 5,000 bushel elevator, designed by Austin B.

shipping bin and spouted direct to the cars.

The engine and boiler room has outside walls of brick 13 inches thick and roof of 2 x 6 inch studding. The power is furnished by a 15 h. p. Leffel engine, running at 185 revolutions per minute, with direct connection to the shaft, which drives the conveyor, cleaner and up drive to the elevator head, the elevator being driven with internal gears.

Indian corn grows 33 feet high in the West India Islands. Kansas is not so much of a corn grower after all.

## SEEDS.

Toledo stocks of clover seed are about 30,000 to 40,000 bags.

Buell Lamberson, of the Lamberson Seed Co., Portland, Ore., died May 4.

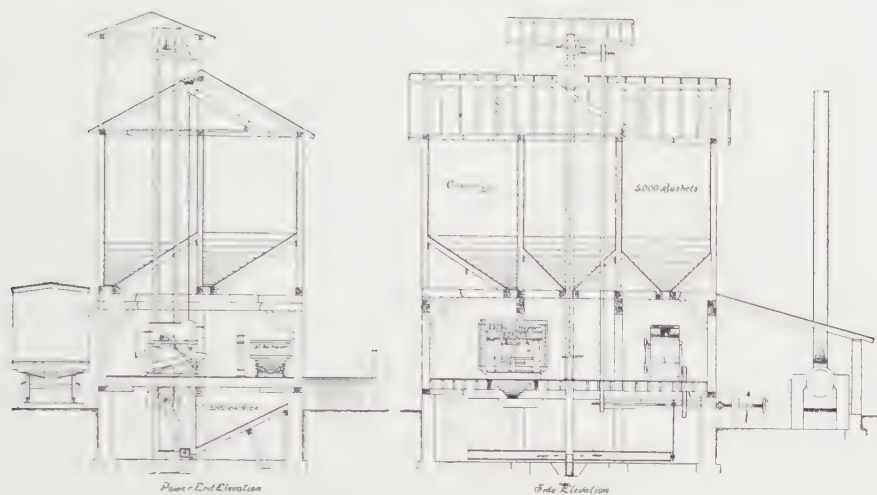
H. N. Hammond, seed dealer at Field, Mich., suffered \$35,000 loss by fire May 20. Insurance, \$18,000.

Griggs Bros., seed dealers at St. Paul, Minn., recently suffered \$8,000 loss by fire in their seed and hay warehouse. Insured.

"Seed Selling, Seed Growing, and Seed Testing," by A. J. Pieters, will form one of the 26 papers incorporated in the forthcoming annual report of the secretary of the Department of Agriculture.

A. J. Pieters writes the American Florist: A practice that has occasioned some complaint among the growers of Illinois Red Top is one that, while not strictly an adulteration, is, nevertheless, selling seeds under false pretences. It appears that some dealers have been selling the chaff from Red Top seed under the name of Illinois Red Top. This stuff, of course, contains only a very small amount of Red Top seed and that of inferior quality. The sale of this stuff has tended to work an injury to the Illinois Red Top, of which growers complain. We hope to investigate the full extent of this practice in the near future.

The American Seed Trade Association will hold its annual meeting in Chicago June 12 to 14 at the Grand Pacific Hotel. The program as arranged is as follows: Which will be the most popular method for the average private planter to obtain his supplies of seeds in the twentieth century. The discussion of this subject will be led by S. E. Briggs, of the Steel-Briggs Seed Co., Toronto, Canada, S. F. Leonard, Chicago and W. Altee Burpee, Philadelphia. Under this head several



Plan of a 5,000 Bushel Elevator.

Hayes. The building is 22 x 32 feet on the ground, with a 9 foot basement. It is 9 feet 9 inches to the bins, 17 feet to the top of the bins. The Texas extends 12 feet 3 inches above the bins.

This style of elevator is simple in construction and substantial enough to hold from 5,000 to 15,000 bushels of grain. It has a cleaning capacity of from 300 to 500 bushels per hour.

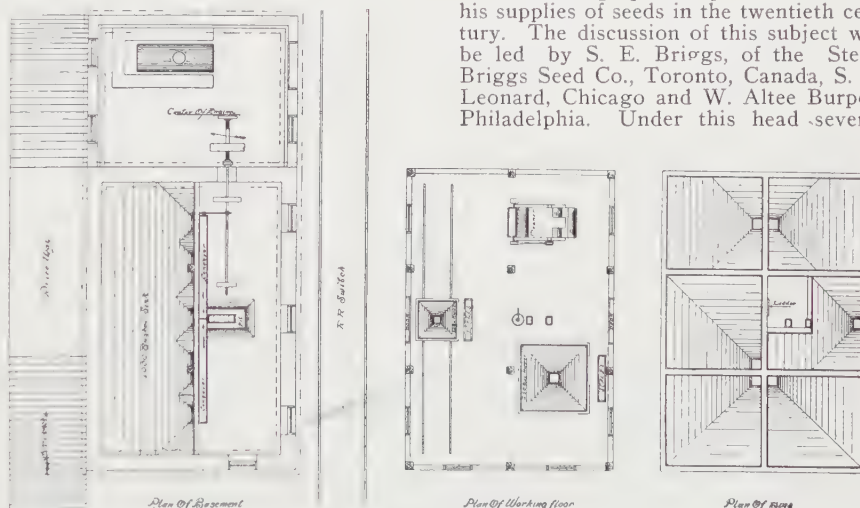
The basement walls are 18 inches thick. The framing timbers are 10 x 10 inches and 2 x 6 inches studding is used for the bins, which are lined with 1 1/8 inch planking. The receiving sink in the basement has 2 x 6 inch and 6 x 6 inch studs, lined with 1 1/2 inch plank and supported with 6 x 6 inch posts.

The 30 bushel truck hopper on the working floor is for receiving grain from farmers' wagons. The truck runs on a track the full length of the building, crossing a platform scale, where the grain is weighed and dropped into the sink in the basement.

This sink covers one-half of the basement and has a capacity of 1,000 bushels, which enables the operator to receive that amount, without running any machinery, unless it is desired to clean or ship the grain. At the bottom of the sink is a 6 inch iron conveyor, which carries the grain to the elevator boot. The elevator discharges to any of the bins by means of a turn head and spout, which rotates on a track. This is operated by an indicator stand on the working floor.

Grain can be drawn from the bins to the separator, cleaned and re-elevated to bins for storage. The cleaner used is a double receiving separator of 300 bushels per hour capacity.

In loading into cars the grain is drawn to the 250 bushel hopper scales shown in the side elevation plan, weighed, dropped to the elevator boot, re-elevated to the



Plan of a 5,000 Bushel Elevator.

The American Hay Co. has been incorporated at Trenton, N. J., that home of trusts, with \$500,000 capital, to capture the export trade.

A new plant called semibaccati has been discovered by Prof. E. W. Hilgard of the University of California. It is expected to take the place of sage brush, and to equal in forage value alfalfa, barley or hay. The plant was found in Australia, and can be grown on arid and alkali soils.

E. W. Burdick: We believe in higher prices for wheat, and think speculative conditions are just right for further improvement. We have said but little about natural conditions; we feel like saying such things be d—d, and yet, at times, they are effective when in line with speculative conditions.

live issues will be taken up such as the rate of commission on box seeds, prices, cost of catalogs and the question of employing commercial travelers. Contracts, by W. H. Grennell, Pierrepont Manor, N. Y. Catalogs and Advertising by Chas. N. Page of the Iowa Seed Co., Des Moines, Ia., Cauliflower and Its Cultivation, by C. L. Allen, Floral Park, N. Y. The Pleasant Side of Business Association, by Chas. H. Heath, Chicago. The Successful Retail Seedsman, by W. C. Langbridge, with Jerome B. Reice of Cambridge, N. Y. The local seed dealers will devote the last day to entertaining the visiting dealers and a royal good time is promised which will include a trip on the drainage canal and a banquet in the evening.



## ANNUAL MEETING TEXAS DEALERS.

The second annual meeting of the Texas Grain Dealers Association was called to order in Odd Fellows' Hall, Ft. Worth, at 11:10 a. m. Tuesday, May 15, 1900.

Mayor Powell, of Ft. Worth, was introduced by Secretary Crenshaw and welcomed the dealers to the city and begged them to help make Ft. Worth the greatest grain center of the state.

R. W. Flournoy, in behalf of the Ft. Worth Board of Trade, welcomed the dealers to the city.

President J. P. Harrison responded and thanked the citizens for their words of welcome.

President Harrison: As many of our members cannot get here until nearly noon we had better adjourn to 1 p. m. so as to have all present when the reports of the secretary and treasurer are made. We have a few applications pending and several to be received and I think it would be well to consider them.

## TUESDAY AFTERNOON SESSION.

The afternoon session was called to order at 2 p. m. by President Harrison, who read the following address:

## President's Address.

Gentlemen of the Association:

We have met today in annual convention for the purpose of reviewing the work accomplished during the past year, the second in the history of our organization. It will be for you to approve or disapprove of the past season's efforts for the betterment of our grain trade, as it is also within your province—nay, it will be your duty to outline for the guidance of your executive officers the policy to be pursued by the association for the ensuing year. I shall revert to this feature after I shall have reviewed the work of the past season.

A year ago the association concluded the labors of its first annual meeting, justly proud of its first year's record. Each of us felt that a great career was before this organization, and returned to our homes determined to sustain an organization which, though yet an infant in swaddling clothes and already secured several advantages which went far to smooth the formerly rocky path of the Texas dealers.

Unfortunately a few small seeds of discord had been sown at that meeting in the shape of the report of a certain auditing committee, which reflected upon the accounts of certain officials of the association—or so those gentlemen professed to think and, I believe, with some justice. The gentlemen interested promptly demanded a re-auditing of their respective accounts, which demand was granted. The result, of course, completely vindicated the officials concerned, and proved the former hasty report to have been ill-advised.

I merely recall this unfortunate occurrence for the purpose of revealing one of the seeds of discord. Other seeds were sown in the shape of a division of sentiment as to values, at the opening of the season. These divisions crystallized into partisan cliques, each harassing the other throughout the past season.

We might, in a measure, be said to have retrograded, while we should have advanced. The reason we have not done so, tersely put, is because of the division of sentiment as to values which arose at the commencement of the last buying season. With such rabid differences of opinion, a community of interest was most difficult. What was good for the Bull was poison for the Bear. In consequence, divided as we were, there could be no concert of action. The Bull sought to obstruct any movement calculated to benefit the Bear, and vice versa. It would seem that each man held individual interest to be of greater value than that of the general good; and any movement calculated to be of value to the general interest received each member's opposition if it clashed with his own. That is why no more has been accomplished the past year. Remember that.

As for what has been accomplished, in spite of obstruction, you will also do well to remember that it is one hundred times more than we might have hoped to attain without concerted effort. Let that speak for perpetuating this association.

Briefly anticipating the several reports, we find that the arbitration committee has investigated and passed upon some 53 cases involving some \$3,000 differences wherein disputants had failed of settlement between themselves. We may always anticipate such differences with conditions as they were this past season.

From the books of the treasurer it is found that the total expenses of the meetings of the arbitration committee for the past year amounted to \$142.25. Of the 53 cases passed upon, at least 30 might have found their way to the courts for adjudication but for the arbitration feature of this association. The cost of litigation would more than have trebled the expenses incurred by the arbitration committee for the entire year past. But the most valuable feature of this arbitration work is the fact that the justice of each claim is passed upon by men thoroughly conversant with the principles of the business in which we are engaged. I assert without fear of sustained contradiction that there is more equity in a decision of such men in the trial of a case involving the fine points of this business, than could be had from the most learned jurists this land affords, provided those gentlemen knew nothing of the ins and outs of this business. Another feature to speak eloquently for the desirability of our arbitration, is the fact that every dispute between grain men, or men of other business, for that matter, where resort to the courts is had, tends to discredit the business in each community where such recourse is sought. So much for the value of arbitration.

## The Insurance Committee.

As for this committee's work, those of us who have cared to do so have for some time reaped the benefits thereof—benefits that, as individuals, we would probably not have secured for some years yet.

## The Legislative Committee.

This committee has had some work to do. It was on hand to look after the grain interests of the state in the matter of the Occupation Tax Law. As that matter was not passed upon, it is mere speculation to say what might or what might not have been accomplished. Certain it is, however, that without organization and left to the individual effort of some public spirited dealer, it is a ninety to one shot that the grain interest would go by default when the matter comes up for final disposition, as "everybody's business is nobody's business." When this time of final disposition comes, the association will be well represented and will fight manfully for what we believe to be justice. If we then fail as a body, it were useless to make efforts as individuals.

## The Transportation Committee.

There is no particle of malice in what I am about to say; yet for very fear that it will be so construed, I should assuredly omit this feature from this review did I not sincerely believe that the future welfare of the association demands that I should mention it. This committee has worked faithfully throughout the year just past; has made numerous expeditions in search of that will-o'-the-wisp, "Better Rates," and has apparently accomplished but little. It has spent no little money in this quest—to approximate, some \$730 during the year.

In the way of rate betterments, we have to show the recent temporary 15c oats rate to Mississippi River crossings; the former temporary 8c oats rate to Galveston; the reduction of 2½c per hundred pounds in the oats rate between points in Texas; the abrogation of the former \$3 per car stop-charge on corn shelled in transit. (The stop-in-transit decision is yet held in abeyance by the Commission, the association having been represented at the late hearing.) The value to each member of the several concessions named can be best ascertained by checking over his shipment books.

Relative to that 8c oats rate to Galveston, it is well known why that temporary rate was put on, and why withdrawn. What is not known, perhaps, is why it was not utilized after the schooner cargoes had been subscribed to. As it has come to me that my official action in connection with the failure of that shipment to materialize has been criticized, it is only fair that you should hear my version.

It is simply that at the eleventh hour certain gentlemen who had subscribed handsomely to the shipment, for reasons best known to themselves, withdrew. As to what motives had actuated them, I do not know, and unless it would serve the interests of the association would not say if I did. I do know, however, that these withdrawals left a few firms to assume all cost of chartering the boat, and as one of them I did not care to do this. The cargo was to have been an experimental one, and was to have been undertaken not so much for the profit on the shipment as for the purpose of demonstrating to the freight world that there was another and a feasible route for Texas oats to the southeast. The whole trade was to have benefited by the experiment. After the withdrawals from the cargo mentioned I promptly gave up the project, as did the remainder of the subscribers.

How may we expect to get better rates, if the interest of the few must interpose to clash with that of the many who should seek such rates? A milling in transit arrangement, for instance, which would be advantageous for south Texas might be regarded as disastrous to north Texas. On what other basis except that of the "greatest

good to the greatest number" could such an arrangement be equitably adjusted?

## Relations With Railroads.

I have heard recently that a feeling of disaffection is supposed by some of our members to exist between our organization and some of the railroad people. So far as I am individually concerned, I fail to see that there exists cause for any such belief. Neither do I feel that the railroad people have anything to complain of as a result of our year's work. And, if there is a member present who had believed any request for transportation concessions made by our Association within the past year to have been unjust, he has been a long time in letting his objections be heard. However, it is never too late, and he should now declare himself.

Whether we have secured concessions or not, if the rates we sought imposed no hardship or no injustice upon the railroads involved, then why should not our relations with the freight people be of the most cordial character? There are always two sides to every question. The railroad has rights, no less than the shipper; and no man has less desire to see those rights encroached upon than myself.

## Recommendations.

Now it would seem to me that there is other and better work for this Association to do than to arbitrate claims (which is excellent so far as it goes) and apply for rates that we seldom get. To the end that a plan of work for the Association to pursue for the ensuing year may be outlined, and for the betterment of certain existing regulations, I would respectfully submit the following recommendations:

## Transportation Committee.

I would recommend that henceforth there be no fixed transportation committee. That the executive committee look after and be the judge as to when it is necessary to send a representation before the railroad people. That it then be within the province and discretion of that committee as to what number of men, and who, shall be sent. For instance, some member may be particularly conversant with milling-in-transit matters and state rates, and yet be only indifferently informed on interstate rates. While another might know but little of state transportation matters, and yet know interstate rates well. It would be, as now, the duty of the executive committee to watch rate matters; and it is perfectly natural that every man should be better informed as to rate regulations governing the trade to which he most caters. Some of us do not take advantage of stopping-in-transit arrangements, but confine our attention instead of items affecting the trans-Mississippi business; while others are not so interested, but watch the business of the ports and the interior.

## The Arbitration Committee.

For the sake of expediency and economy, I would recommend that this committee be composed of three members only, the three and no less, to constitute a quorum. The advantages of such a change would be many. There would be much less cost in assembling the committee for each hearing. There is no reason why the decisions of three unbiased and experienced men should contain less equity than a decision where the case had been tried before five judges of like experience and uprightness. Three men could decide a case quicker than if the opinions of each member of a committee of five had to be argued. This would not only expedite, but would facilitate the work of this committee. In the event of the disqualification for the trial of any case of any one or more members of this committee of three, the constitution already gives the executive power to appoint from the membership a sufficient number of men to complete the regular quota. With only three members comprising this committee, each would feel it more incumbent upon himself to be present at each hearing. I believe such a change deserves your endorsement, and hope it may receive it. I would recommend that our constitution be amended to read that this committee shall consist of 3 members only, the 3 to be appointed by the Executive Committee.

## Bureau of Statistics.

This is a feature that can no longer be ignored by this Association. It is absolutely essential that we annually secure accurate statistics pertaining to the grain of the state, else we can never conduct business intelligently. The thing to astonish me is the fact that this matter of statistics had not been taken up years ago. Doubtless the reason it was not is due to the fact that we were not organized. Permit your minds to revert to the way we have conducted business in the past. Each dealer may have had some vague idea as to crop prospects, acreage, etc., in his immediate section; but as an example, I will venture the assertion that there is not a dealer present who can come within a million bushels in a guess as to the state's total yield of either corn, oats or wheat, of the late crop.

Can Texas grain be worth as much in a year, say, which produces a twenty million bushel state crop, as it is in a year which yields only five mil-



lion bushels? Any sensible man will of course say, no! But we have had no way to approximate the acreage and yield each year. We have, therefore, fallen into a groove of stereotyped purchasing values which by tradition and usage have come to be, it might be said, almost sacred to the Texas dealer, who is for sentiment or nothing. That is to say, we love these first cost prices because they "sticketh closer than a brother." We never know until too late of disparities in yields, hence the stereotyped prices of twenty, thirty and sixty cents for oats, corn and wheat respectively.

I have for several weeks past been engaged in correspondence with the State Department of Agriculture, Insurance, Statistics, etc., at Austin. This correspondence early elicited the statement from Commissioner Johnson that his department had gathered no crop statistics of the nature we desire for the last five years, for the most excellent reason that not one penny had been appropriated during that time to cover the expense of such work. I would urgently recommend that this Association at this meeting take the first steps toward memorializing the next legislature, asking that sufficient money be appropriated to cover the expense of annually procuring, tabulating and disseminating within the state accurate statistics pertaining to the acreage, yield, etc., of all agricultural and farm products. This memorial should stipulate the request that such statistics should be procured and disseminated from time to time, or as often as the exigencies of the situation render it necessary to the best interest of those concerned. We would, for instance, rather know today the entire grain acreage of the state, and after harvesting shall have commenced the average yield per acre, so that we might compute the entire state yield at the opening of the buying season, than to wait until the close of December and have the Department lump all such information in one report.

I have prepared in blank, ready for your signature, a memorial of this nature. If the project appeals to you I would urge that each member while here attach the signature of his firm to this petition. It will be preserved, and at the proper time submitted to the legislature for action. But we will not stop there; another petition will be drawn up and each member will be supplied with a copy. He will take it home with him and will endeavor to secure the signature of every farmer. Such a plan is sure to result in state grain and cotton statistics for the future, and I leave you to determine of what value these will be to the trade.

#### Association Bureau of Statistics.

Independent of the state, I would in addition urge that this Association at once inaugurate a Bureau of Statistics of its own. We are presently to hear read and discussed a paper as to how we may best go about securing reliable statistics annually. From that paper and the discussion to follow, it is hoped feasible plans will be evolved which will found at this meeting a permanent Association Bureau of Statistics. Irrespective of what our petition to the next legislature may result in, we desire this independent bureau for a number of reasons. Two are quite sufficient to justify its inauguration.

First, it would give us a check in verifying the accuracy of the state bureau's reports, provided the state bureau is revived, and if not, we shall need our own bureau no less. And second, our bureau could act when it chose in making inquiries or collecting certain statistics of perhaps less immediate value to the public at large than to our membership. I believe the Association will block its own progress by failing to at once put this statistics feature upon a permanent footing.

In conclusion, I will refer briefly to one topic upon which will depend the destiny of Texas' grain trade—an improvement in the quality of our grain. We must extend the demand for our several commodities. By that, Texas grain must either stand or fall. Shall we, or shall we not, improve the quality of our grain? The gentleman who has prepared the paper which is presently to be read on this subject, has done so at my earnest solicitation.

The president's address was heartily applauded. He then read a petition to the State Legislature begging the enactment of a law providing for the compilation of accurate crop reports.

Secretary E. H. Crenshaw, of Ft. Worth, read the following report:

#### Secretary's Report.

My report, at our last annual meeting, gave our membership enrollment, at that time, as 113. Since then we have enrolled 44 new members, suspended 4 for non-payment of dues and lost 5 by withdrawals, leaving our present membership 148.

There has been distributed from my office, the past year, nearly two thousand copies of our membership list, thus carrying the name of every member into the business office of nearly two thousand buyers and dealers. This may account for inquiries and orders from parties you

never heard of and did not know were in business until you became a member of this Association.

The arbitration feature of our Association, coupled with the reputation we have established for fair dealing, has made your losses from unfair treatment less than in former years, as you will find from comparison. You have had fewer troubles to adjust and have been able to adjust them with less difficulty than formerly. Dealers are becoming convinced that our organization is for the purpose of promoting justice and fair dealing, and that our organized strength is too great to cope with unless they have absolute justice on their side of the contest.

These minor features of improvement, perhaps, may have escaped your notice, but I believe that you will concede that they alone are sufficient to perpetuate our organization, as their benefits have extended to all alike. I am aware that some of you have personal grievances, of a local character, which the Association has not yet corrected. You must be patient and remember that Rome was not built in a day, but while you are waiting and nursing your little local grievance, do not conclude that nothing has been done for your good.

Now listen: Our Association, through organized effort, secured a reduction of \$3 per car in the stop charge on corn shelled in transit. Our best estimates show the saving on this item alone to amount to more than \$6,000 during the

arbitration committee. These two exceptions suggest the importance of such an amendment to our constitution as will make any refusal to respect the findings of the arbitration committee operate as a forfeiture of membership in the Association, else in time the valuable work of this committee will become ineffectual.

Our collections on dues the past year have in the main been satisfactory, with the exception that in most cases remittances are made by local checks, which are discounted by our Fort Worth banks. Some of our members get a little pressed for money sometimes and wait for me to make drafts on them. Our treasurer's report shows a balance on hand of \$226.36, and there is now delinquent on dues to June 1st, \$203.05.

Our business relations with the port of Galveston have continued very pleasant and satisfactory. There have been only one or two complaints the past year relative to shipments through that port, and they were made under a misconception of the facts by parties who had never taken the time to visit Galveston and investigate for themselves the methods of handling grain there. In this connection, I wish to say that I have a standing proposition from the Galveston Wharf Co. that they will pay the wages and expenses of any shipper who will visit Galveston and succeed in proving their grain departments at fault for any injustice in weight, grade or charges.

There has been some trouble on shipments to



T. M. Sleeper. F. Kell. L. G. Belew. W. B. Harrison.  
J. P. Harrison. C. F. Witherspoon. E. H. Crenshaw.

past season. Again, by organized effort our Association secured the application of corn rates to oat shipments within the state. This made a saving of  $2\frac{1}{2}$ ¢ per hundred pounds, or \$8 per car on oats shipped within the limits of Texas. Taking, as has been estimated, 4,000 cars of oats shipped within the state the past season, and this item figures out a saving of \$3,200; but to be strictly within the limits of conservatism, suppose we reduce this estimate to 2,500, instead of 4,000 cars and then we have a saving of \$20,000. So on the two items of corn and oats the Association has saved to the grain interests of Texas more than \$26,000 in one year. Does that look like doing nothing substantial for the benefit of members?

This should put all grumblers to shame and inspire every member with renewed zeal and a determination for more earnest and hearty co-operation. This showing might have been materially improved and our membership enrollment much increased, had every one given that earnest and hearty co-operation and support, the work merited and demanded.

As you are aware, on April 25 I mailed 200 circular letters asking information as to present acreage in wheat, corn and oats and requested that replies be mailed to me May 1st, or as soon as possible thereafter. It was my purpose to have this information tabulated for this meeting, but as I have received only 57 replies it was impossible to make any satisfactory tabulated statement.

Our arbitration committee has adjusted 53 claims, involving more than \$2,500, since our last report. With but two exceptions, settlements have been made according to the awards of the

the Southeast, but in most cases members have preferred to make such adjustments as they could without reporting their troubles to the Association. If these troubles were all reported to the secretary, so as to acquaint him with all the facts, it might be possible to warn and protect other members from like troubles and losses.

There has been and is yet some little friction with the railroad people, which appears to have given some members nightmare, causing them to dream dreams and see visions of impending ruin. You should keep cool and bear in mind that railroad people are men, like the balance of us, and when you expect them to give up more than \$26,000 in one year, without a vigorous kick, you make an effort to clothe them with characteristics not common to mankind. While they are men like ourselves, who have a common disinclination to giving up any more good things than they have to, still we have faith in their business ability and fairness, and feel that a satisfactory rate adjustment can and will be made in due time. The adjustment of rate matters in Texas is a much larger contract than many are inclined to suppose, and will take time, patience and persistent work, with much care and good judgment.

Give no heed to ghost stories about the officers of the Association striving to oppress the railroads. Rather bear in mind that the railroads have fairly demonstrated, more than once, their ability to take care of themselves, and it will be better for shippers to give diligence to their own welfare and to see that their officers use all fair and legitimate means to prevent discriminations in rates.

In the election of these officers for the Association, care should be exercised to select compe-



tent, fair-minded men, and then give them earnest, hearty co-operation and support, trusting their conservative judgment to conduct the affairs of the Association so as to bring the greatest good to the greatest number.

Treasurer P. T. Andrews, of Ft. Worth, reported that at the beginning of the year the amount on hand was \$519.75; the receipts for the year, \$2,327.55; expenditures, \$2,620.94. Leaving a balance on hand of \$226.36.

It was moved that the report be referred to an auditing committee.

A paper by W. W. Andrews of Ft. Worth on, The Need for the Better Harvesting of Texas Grain was read by Secretary Crenshaw.

President Harrison: What is the pleasure of the association respecting the appointment of a committee to review the paper Mr. Andrews has prepared for publication in the newspapers thruout the state?

C. F. Gribble, Sherman: I move that the paper Mr. Andrews has prepared for the information of farmers be referred to a committee of three.

A paper on The Best Interests of Association Work was read by Charles S. Clark, secretary of the Grain Dealers' National Association.

R. W. Flournoy, attorney for the association, made an interesting address on the advantages of combined effort. The grain man of today stands between the farmer and the distant consumer. He is the intermediary which can not be removed without destroying the market. If I were to reconstruct Greek mythology I would have a typical grain man for Ceres' consort. I call to your minds that the guilds and other organizations of the Middle Ages are alone responsible for the civil liberties of today. May your organization help your business. Ft. Worth was the natal place of your organization and I sincerely hope you will continue to make this your home.

W. B. Harrison, McKinney, read the following paper on, "What Can Our Association do to Advance the Grain Interests of Texas?"

W. W. Andrews moved that a committee on resolutions be appointed.

G. E. Felton, McKinney, moved as a substitute that the papers be reread by the secretary and resolutions reported; same adopted; carried.

E. H. McClure, Dallas, read a paper on the same subject treated by Mr. Harrison, which will be published in the next issue.

Secretary Crenshaw moved that every member who continues to do business with a firm who has refused to arbitrate a claim presented by the association and reported to the members, shall be fined \$10 per car. Seconded by Eugene Early and carried.

Eugene Early moved that the rule be extended to members who bot grain from shippers (not farmers) who had refused to arbitrate.

A. S. Lewis moved a substitute that the matter be referred to a committee.

L. G. Belew: The previous resolution seems to have covered the cases of dealers who get tricky and refuse to arbitrate claims.

D. T. Herring, Nacoma: In a measure I agree with Mr. Early. Some of these irresponsible dealers get better bids from some members of this association than the regular dealers at those stations and then they jump into the market and demoralize prices.

E. R. Kolp moved to lay on the table. Lost.

E. W. Morten read a resolution which he thot covered the case.

The substitute of Mr. Lewis was carried and the president appointed T. M. Sleeper, J. T. Edwards, J. L. Cleveland, A. S. Lewis, Eugene Early and R. W. Flournoy a committee to consider the matter presented by Mr. Early and report tomorrow.

Eugene Early moved that all sales made thru brokers shall be confirmed by the purchaser before shipment is made and that where shipments are made to irresponsible parties a bank guarantee be required. Carried.

The better adjustment of rates on mixed carloads was referred to the transportation committee.

Chas. P. Shearn, Houston: I am a buyer. You North Texas shippers force a great hardship upon us by selling to brokers who bring grain to Houston and peddle it out to our trade, wasting much of your grain. I would be pleased to see you place a ban upon the broker.

G. C. Mountcastle: I have got to leave the city and I would like to have you visit the new elevator. If you will let me know how many will go I will provide transportation.

T. M. Sleeper moved that a vote of thanks be tendered Mr. Mountcastle and the invitation accepted if possible.

A. S. Lewis: I move that all drafts made by members be demand drafts. Waiting 60 to 90 days is not satisfactory.

Frank Kell of Wichita Falls read a paper on, What can our association do to obtain as low rates on interstate grain shipments from Texas, distance considered, as apply from Missouri, Kansas, Oklahoma and the Indian Territory, in which he presented a strong argument in favor of equitable rates.

A vote of thanks was tendered Mr. Kell and it was decided to have his paper published in the leading papers of the state.

Papers on, How Can Our Association Establish and Maintain an Efficient Buro of Texas Grain Statistics, were read by W. E. Werkheiser, of Temple and J. Howard Ardrey of Godley.

Secretary Crenshaw reported discouraging returns from his letters soliciting crop reports.

H. B. Dorsey moved that the secretary be instructed to compile statistics as outlined by the papers read. Carried.

A. S. Lewis moved that a committee of three be appointed to investigate our finances and report upon the possible receipts and expenditures for the coming year. Carried.

Adjourned to seven o'clock p. m.

## TUESDAY EVENING SESSION.

President Harrison called the evening session to order in the City Hall at 8:30.

Papers on, Rebuying Bags from Farmers were read by J. F. Edwards of Denton and T. M. Sleeper of Waxahachie.

E. R. Kolp of Henrietta read a paper on Storing in Bulk and Sacking as Shipments Are Made.

J. H. Ardrey, secretary pro tem, read the paper of C. McD. Robinson on Can an Export Market Be Found for Texas Oats?

J. A. Hughes of Howe read a paper on Profits in Storing Oats.

A. S. Lewis and G. J. Gibbs read papers on How and to What Extent Can One Dealer Invade the Territory of Another?

## MR. LEWIS' PAPER.

"How and to what extent can one dealer invade the territory of another without disturbing

prices and becoming guilty of scoop shovel methods?"

In discussing the above subject we assume that no dealer owns territory that cannot be invaded; the invader adopts the same or improved methods employed by the first, he has done no harm. Who is a "scoop shoveler"? North "it is one who handles direct from the farmers to the car, and not through a regular elevator." If you apply the same standard to dealers in Texas how great the army of scoop shovelers; how small the army of regulars. In my opinion, a buyer has the right to buy or sell on any market, so long as he does not deviate from established business rules, and fills his contracts by taking or delivering the grain at prices agreed, and in all things pursuing business methods. I think too many of us are of the opinion that certain territory belongs to us by reason of discovery. When our competitor happens to locate at or near our dung hill, we fly into a passion, swear that he shall have no part of our receipts, and immediately put the price at such a figure that it will break our competitor—forgetting that some of our own hide will pay the penalty, as well as that of the other fellow. When our members learn to buy grain at a profit and never buy under the inspiration to break some other dealer; and to remember that others have rights, then we will all be happy, and at the end of the season all will think that the millennium has come.

## MR. GIBBS' PAPER.

This question, possibly, has caused more friction and trouble among the dealers of Texas than any other matter connected with the handling of grain. Just what constitutes the territory and market of any one grain dealer, is perhaps at all times a debatable question. The live and active grain dealer is always alert to secure his purchases at such prices as will enable him to handle shipments with fair profit, and is therefore constantly looking for desirable territory in which to make such purchases.

Now, in pursuing this course he will occasionally enter the territory occupied by some other dealer, and should he buy from first hands, that is from the producers, a feeling of friction will thus surely result between himself and the local dealer or dealers. The dealer who has been long established at some particular station, will justly feel somewhat offended when a rival dealer from some other part of the state enters his territory, and begins purchasing from first hands, and particularly if such buying is confined only to the busy season, and when grain is moving freely.

I hold that the courtesies of the trade should always be extended to the regular dealers who are permanently located, and who buy the grain from the farmers of their section at all times of the year, regardless of the fact that the movement is free or sluggish.

If a dealer should find that the farmers of any particular section or territory are not being paid fair prices for their grain by the local dealer or dealers, I can see no impropriety in his entering that territory as a buyer from first hands. Nor should his conduct become the object of criticism, should he locate permanently in such territory, and become a regular local buyer, for grain dealers recognize the rights of all, and should never object to fair and legitimate competition.

If the invading dealer is an exclusive track buyer, then he undoubtedly has the right to buy from whom he may choose, at all stations, and should he make the mistake of buying from irresponsible persons or firms, the returns of such shipments will soon cause him to confine his business to legitimate channels.

If the dealer is not an exclusive track buyer, on entering any new territory, it is my opinion that he should, if possible, make all his purchases from the regular local dealer or dealers. Should he buy from the farmers, say for only a few weeks in the season, and while grain movement is free, abandoning that territory so soon as the movement became light, I should adjudge him guilty of scoop shovel methods, even though he may have advanced street prices during the short period of his operation. Usually the transient grain buyer cannot handle all the different grains and sorts of grain that may be tendered him, from the fact that he has not prepared himself for permanent business in that particular territory; consequently he bids perhaps stiffly for such grain as he may need at the moment, and when he finds the field no longer profitable he folds his tent and silently departs. Then the local dealer, who is regularly established with his warehouses and facilities for conducting the business at all seasons, certainly has the right to say that he ran against a scoop shovel dealer.

The legitimate grain dealer will usually find no trouble in purchasing from reputable local dealers, and if the growth of his business warrants considerable expansion of territory, I am sure that he will realize more profit if he confines his purchases in the regular way, and buys only from the concerns who stand ready to guarantee all contracts, both as to weights and grades, and this protection he can not obtain when he becomes a temporary buyer from the



producer. A departure from this wholesome rule will most surely land him into the class of grain buyers commonly designated as scoop shovel dealers.

The secretary of the Grain Dealers' National Association explained the troubles experienced by northern dealers with scoop shovel competition and a lively debate followed.

J. R. McElroy, Southmayd: I want it to be understood that the small dealer is not the scoop shovel man; it is the large dealers—the elevator men, who are the scoopmen.

C. F. Gribble, Sherman: I think the large dealers who are in the business the year around should be permitted to buy grain in any market.

J. T. Stark, Plano: I do not believe we would be doing right to go into another dealer's market and make trouble.

J. A. Hughes: I have the legal right to keep a man in front of my competitor's elevator, but I have not the moral right to do it and I would be ashamed to do it. We are bound to respect the rights of our competitors.

G. J. Gibbs, Clifton: The harm the scoop men do is not only the grain they get, but the impression they establish with the farmers as to the prices paid by the regular dealers of the station. There are courtesies we owe one another. If we are not in this association for the protection we can get for our own business, then we are making fools of ourselves giving up our money for nothing. I can take \$50 and go into Mr. Early's market and make him a world of trouble for three weeks, and probably he would suffer a heavy loss. My respect for my fellow dealers should forbid my doing so.

M. Keel of Gainesville: I have a little paper here I had intended to read which bears on weights, but since Mr. Dorsey's remarks on his weights I have a little delicacy in reading it. It is from a Galveston firm and asserts that they are forced to buy grain on Galveston weights because North Texas dealers swell their weights 1 to 2 per cent. I wish you would brand this statement as a falsehood.

J. A. Hughes moved that Mr. Keel be requested to give the Galveston letter to the association. Seconded and carried. The letter was referred to a committee of three to report tomorrow. The president appointed J. A. Hughes, H. B. Dorsey and W. E. Werkheiser as the committee.

Eugene Early: I think we can not arrive at any definite agreement regarding the scoop shovel man. I hope we will refrain from invading one another's territory as much as possible. Some time ago a circular was sent to members signed by "Grain Dealer." I think we should not overlook it. I move that a committee be appointed to investigate the matter and if possible learn who is the author of it and report to the association. The president appointed Eugene Early and A. S. Lewis. Upon motion, J. P. Harrison was added to the committee.

C. F. Witherspoon of Denton read a paper on Local Competition.

Adjourned to 9 a. m. Wednesday.

### WEDNESDAY MORNING SESSION.

President Harrison called the meeting to order at 10 a. m., and called for the reading of a paper by L. G. Belew on What is the Maximum Price at Which Oats Can Be Stored? Mr. Belew's paper will be published in the June 10th number.

W. B. Harrison, McKinney, moved that a committee of three on Cars and Grain Doors, be appointed by the president and

be requested to report at this meeting. Carried.

The president appointed as that committee W. B. Harrison, McKinney; E. G. Ball, Van Alstyne, and E. R. Kolp of Henrietta.

A. S. Lewis, Weatherford: The committee appointed to examine the paper of Mr. Andrews have the following report to make:

We the Committee have requested Mr. Andrews to abridge his paper so that it will be attractive to the farmers, and recommend that the Secretary of this Association request the leading papers to publish same, that he furnish copies to the members, and that they use their influence in having their home papers give the article prominence, as the importance of properly harvesting grain cannot be denied.

The report was adopted.

J. A. Hughes, Howe, chairman, reported the following resolution, which was adopted:

Whereas, it has come to the knowledge of this Association in the form of a letter to one of its members from Jockusch, Davidson & Co., grain dealers, Galveston, Tex., accusing the grain shippers of Texas of raising the invoice weights of grain 1 to 2 per cent and

Whereas, such accusation tends to cast dishonor on the grain shippers of Texas as a whole, therefore be it,

Resolved, that the Secretary of this Associa-

tion place as shall be designated by the executive committee for the election of officers and executive committee.

The time of meeting shall be fixed by the executive committee, but the place shall be selected by the association.

Art. IX, Sec. 2. Non-members shall be required to deposit \$10 and all members \$5 to cover expenses of arbitration in case of a decision against them.

Art. IX, Sec. 6. All evidence before the committee may be taken under oath.

#### By-Laws.

Art. III, Sec. 2. Notice that dues are payable shall be sent each member by the secretary, and if remittance to cover same is not made within ten days after notice has been sent the secretary shall make sight draft to cover. If payment is refused the delinquent may be suspended by the executive committee.

Art. IV, relating to the transportation committee, was eliminated, and the committee abolished.

The words, "executive committee" were substituted for the words, "board of directors," wherever they occurred in the constitution and by-laws.

The committee found that the probable revenue for the coming year would amount to about \$2,200; that the expenditures for the past year amounted to \$2,620; and recommended that the monthly dues be made \$1.50 instead of \$1. Lost.

J. H. Ardrey moved to reduce the sec-



Some of the Dealers Inspected Orthwein's New Elevator.

tion be instructed to request Jockusch, Davidson & Co., to give proofs of such accusations, that the grain trade of Texas may know who are guilty of such dishonest methods and that the innocent may be relieved of such opprobrium.

The report of the Committee on the Amendment of the Constitution and By-Laws was taken up and acted upon section by section, many changes being made, as follows:

Art. II, Sec. 1. The president and vice-president, the secretary and treasurer shall be members of the executive committee; the office of secretary and treasurer shall be filled by one and the same person. The arbitration committee shall consist of three members, to be selected by the executive committee.

Art. I, Sec. 3. The secretary shall deposit all moneys in some solvent bank in the name of the association.

Art. I, Sec. 4. It shall be the duty of the secretary to receive all funds, and to disburse the same upon the orders or vouchers duly approved by the president, and to make reports of all disbursements to the association at the annual meetings.

Art. V, Sec. 1. The annual election of officers and the executive committee shall be held at the annual meeting each year.

Art. VI, Sec. 1. Applicants for membership must be recommended by two members of the association in good standing.

Art. VII, Sec. 1. This association shall hold an annual meeting each year at such time and

retary's salary to \$75 per month. Secretary Crenshaw said he would not serve for that amount, and the motion was lost.

T. M. Sleeper read the report of the Committee on Resolutions, which was adopted as follows:

We, your Committee on Resolutions, respectfully report:

After careful investigation and conference, we are advised and are of the opinion that any agreement made by this association which will prevent or in any manner affect buying from, or selling to, any dealer in our line of business to the extent of limiting competition in the slightest degree, will be contrary to the statutes of this state and unfavorable to this association inasmuch as we intend to abide strictly by the law.

But we believe that each member should in his business dealings, according to his own judgment and conscience, with due regard to the best interests of the business in which he is engaged, so deport himself as to bring about the best results to the man who produces, the man who sells, and the man who consumes grain.

On second question, regarding shipment of grain, subject to inspection at destination, when sold by members of this association.

We believe it would be impracticable to adopt any specific rule, and same should be left to private contracts between the parties concerned.

On third question submitted, we recommend that when a member of this association buys grain from a non-member, he shall require that



said grain shall be shipped subject to inspection, and that the draft of said non-member do not be paid until the grain reaches destination and is accepted by the purchaser.

T. M. Sleeper,  
R. W. Flournoy,  
Jno. L. Cleveland,  
J. F. Edwards,  
Eugene Early.

W. B. Harrison of the Committee on Cars and Grain Doors reported the following resolution, which was adopted as follows:

We, your committee on better cars and grain doors, recommend that the railroad companies of Texas have their attention called to the bad condition of cars and car doors furnished for the movement of grain in Texas. The shipper in almost all cases having to repair all cars furnished them.

We further recommend that the attention of the railroad companies be invited to the grain door invented by Mr. E. W. Morten of Farmersville, same having been examined by many members of the association who pronounce it the best grain door they ever saw.

Adjourned to 1 P. M.

### WEDNESDAY AFTERNOON SESSION.

President Harrison called the meeting to order at 2 P. M. and presented a petition to the State Legislature asking for the compilation of crop statistics, which was adopted and the members present signed it. The secretary was also instructed to have petitions prepared and sent to members to secure the signatures of farmers.

Upon motion, the meeting proceeded to the election of officers. C. F. Witherspoon of Denton, G. J. Gibbs of Clifton and J. P. Harrison of Sherman were nominated and tellers appointed. Mr. Gibbs withdrew his name.

Written proxies were admitted and 20 were presented.

The vote resulted in 65 for Mr. Harrison and 36 for Mr. Witherspoon.

Mr. Harrison was called for and responded: I am surely proud of the vote you have given me and thank you for the honor. I came to the meeting with the intention of not permitting the presentation of my name again, but I yielded to the solicitations of friends. I promise you I shall not be a candidate again. I have the highest regard for Mr. Witherspoon. I thank you for the honor.

C. F. Witherspoon of Denton was unanimously elected first vice-president.

Mr. Witherspoon responded: I thank you for the honor and deeply sympathize with you in your poor selection.

T. M. Sleeper of Waxahachie was unanimously elected second vice-president and thanked the members for the honor.

E. H. McClure of Dallas and E. H. Crenshaw of Ft. Worth were nominated for secretary-treasurer. The vote resulted in 32 for Mr. McClure and 73 for Mr. Crenshaw.

Mr. McClure moved that the election of Mr. Crenshaw be made unanimous, and his motion was carried.

Mr. Crenshaw was called for and said: I thank you for this mark of appreciation of my work. I promise you that I will do my level best as I have done in the past to advance your interests.

Further time was granted the committee appointed to discover who sent out the circular signed "Grain Dealer."

Nominations for members of the Executive Committee were called for and resulted in the nomination of L. G. Belew, C. F. Gribble, W. B. Harrison, F. Kell, J. C. Wylie and J. L. Cleveland.

A ballot resulted in the election of L. G. Belew, F. Kell and W. B. Harrison.

Invitations to hold the next meeting in Dallas were presented and accepted.

Resolutions of respect on the death of J. J. Reymershoffer, Galveston; J. L. Patrick, Gainesville, and C. O. McClure of Dallas, were adopted.

H. B. Dorsey of the Committee on Insurance presented the following report:

Your committee on insurance respectfully reports that under existing conditions the insurance rating bureau having been abolished under construction of the anti-trust law, that its continuance would be a violation, as under that law there is no organized medium to which we can refer for the correction of any real or imaginary injustices as to rules or rates applicable to our association. Further, we believe that the reduction in rates already secured gives us as reasonable and equitable rates as those enjoyed by any other line of business, when the hazard is considered. Respectfully submitted,

H. B. Dorsey,  
E. H. McClure.

H. B. Dorsey, chairman of the Legislative Committee, read the following report:

#### Report of Legislative Committee.

We, your committee on legislation, respectfully report that on the convening of the special session of the Legislature, through the efforts of Hon. H. C. Shropshire, member from Parker County, we secured a hearing for our committee before the legislative Committee on Taxation and Revenue. Owing to the sickness of the family of Mr. Hughes and an accident to Mr. McClure of our committee, which prevented them from attending the hearing, at the suggestion of the president of our association, we secured the services of an attorney, and he and Dr. Dorsey of our committee, visited Austin and appeared before the legislative Committee on Taxation and Revenue in the interest of our association in reference to the burdensome provision of the occupation tax law as proposed by the Tax Commission, provided by the regular session of the Legislature. The Tax Commission had fixed the occupation tax on all merchants of whatsoever character at \$2 for the first \$1,000 purchases and 50c for each \$1,000 additional purchases. As there is in our opinion no just or equitable basis on which a grain dealer can be classed as other merchants, because our volume of business is so much greater, and our margins of profits so much smaller, that to class grain dealers as other merchants is unfair and unequal. And for the further reason that the grain dealer assists the grain grower to find a market for his products, and is therefore a benefactor and should not be called on to pay the same tax as merchants, who only sell their goods and wares to the farmer and makes a profit and does not in any way help him. The grain dealer does not sell his stock purchased from the farmer in the community in which he lives, but he finds a foreign market for same. For these and many other reasons we took the position before the Committee on Taxation, that the occupation tax applicable to the grain dealer should be a fixed tax, same as on cotton buyers, and we are glad to advise that the committee viewed the matter as we did and adopted our suggestions in their report to the Legislature, making a straight tax of \$35 on all exclusive grain dealers. We desire to report that we found the legislature ready to accept our presentation of the matter as equitable, fair and just, and if we had felt at liberty to have remained with the Legislature, we believe we could have succeeded in getting the same condition or bill passed by the House, but did not feel like entailing too much expense on the association. However, when the Tax Commission bill, as reported back to the House by the Committee on Taxation, came up, the House changed the occupation tax on grain dealers to \$1 on the first \$1,000 purchases and 25c for each additional \$1,000 purchases, being just half of the tax on all other classes of merchants. So you can see our efforts, while not just what we would have had them, were not altogether without good results to our association, and would, if the Legislature had passed the proposition into a law, amounted to a very large saving to our members in their taxes.

From our experience, in talking to the members of the Legislature, we believe it is a lack of a thorough understanding by them of the situation as it exists, which would permit any unjust or burdensome legislation to pass affecting our interests, as they were ready to hear us, and ready to see the justness of our claims, and for this reason we feel that in the future any burdensome legislation passes affecting us that the blame will rest largely on our members, for their failure to fully explain our position to their representatives, and we respectfully urge every member of this association to fully explain our position to his Representative in the next Legislature. We further urge the association to look

closely after our interest in the next Legislature, and we believe that if these recommendations are carried out we need have no fears of the results.

T. M. Sleeper moved that the Transportation Committee be instructed to request the general freight agents to join in a petition to the State Railroad Commission for a 12½-cent rate within the state for all grain. Carried.

Adjourned sine die.

### CONVENTION NOTES.

The broker got it in the neck at every turn.

Frank Kaucher was looking for new contracts.

Any member lending a scoop shovel to Lewis will be fined heavily.

The only dealer from the Indian Territory—J. W. Warthen of Ryan.

The first afternoon session opened with 94 present. About 50 came later.

The only grain commission man present—W. A. Gardner of Galveston.

Every dealer wore a Bull button, altho it was contrary to the sentiments of many.

Mr. Early admitted that Mr. Lewis was entitled to have the members always vote his way.

Any ill-feeling which may have existed before the meeting was dissipated before adjournment.

E. D. Wolfe and J. W. Bottorff of the N. C. & St. L. Ry. kept open house and distributed much printed matter.

The bag salesmen were all there—Max Ortlieb and C. E. Shipp from Dallas and L. Goldsmith from New Orleans.

Wallace Andrews, who was suffering intensely from weak eyes, left soon after adjournment for St. Louis, where he will be treated by a specialist.

W. W. Major's face was badly swollen as a result of an abscess in a tooth. His friends did not neglect to ask, "Is the other fellow able to get out yet?"

E. Schiff of Greenville at the close of the convention started for a two months' pleasure trip for Colorado Springs, San Francisco, and other points on the Pacific Coast.

The Huntley Mfg. Co., of Silver Creek, N. Y., makers of Monitor cleaners and clippers, was represented by F. M. Smith; the Invincible Grain Cleaner Co., by E. A. Ordway.

E. H. McClure's new goatee and crutch deceived all his old friends. Some time ago he attempted to cut wood, but nearly severed his foot instead. Next he was thrown from a buggy and his leg was again injured.

Eight dealers were admitted to membership: G. W. Taylor, Kauffman; H. Waldo, Collinsville; G. M. Wilson, Brandon; Boone Kirk, Navasota, W. C. Lee, Stanford; T. S. Miller, Leon Junction; J. W. McCall, Nocona, and the Arlington Cotton & Grain Co., Arlington.

The frenologist who examined heads in front of the hotel told Lewis that, "You are weak in determination, talk much, and think little. You are a very bull-headed man. You will make a lot of money but quickly lose it." The dealers laughed till they were sore and Dorsey ran for his train.

After the convention adjourned a number of the dealers were taken to the new transfer elevator of Chas. F. Orthwein Son's Co., three miles north of town, on the C. R. I. & P. R. R. The good points of the elevator were fully explained by Frank Kaucher who is in charge of its erection. The Rock Island terminates at Ft. Worth and all thru grain brot in by it



will be transferred to the cars of connecting lines by this elevator, which will soon be placed in operation. Its transferring capacity will be 100 cars in and 100 cars out in 10 hours; storage capacity 250,000 bushels.

Among those present were: C. D. Allison, Leonard; D. C. Aldridge, Weatherford; P. T. Andrews and W. W. Andrews, Ft. Worth; J. L. Andrews, Abilene; J. H. Ardrey, Godley; W. U. Baker, Rio Vista; E. G. Beall, Van Alstyne; F. J. Becker, Galveston; L. G. Belew, Pilot Point; E. E. Blocker, Honey Grove; E. S. Candler, Merit; J. B. Carter, Sherman; J. L. Cleveland, Cleburne; H. W. Coit, Renner; S. H. Colwick, Clifton; J. A. Cox, Ft. Worth; E. H. Crenshaw, Ft. Worth; H. H. Crouch, McKinney; Wm. Crutchfield, Vernon; J. E. Davis, Milford; H. B. Dorsey, Weatherford; E. Early, Waco; J. F. Edwards, Denton; C. W. Eisenfelder, Galveston; C. L. Fatherree, Justin; G. E. Felton, McKinney; W. R. Field, Howe; W. A. Fitch, San Antonio; J. E. Foust, Grapevine; G. J. Gibbs, Clifton; E. B. Greathouse, Temple; C. F. Gribble, Sherman; W. H. Griffith, Godley; J. J. Hanna, Galveston; J. H. Harrison, Mansfield; J. P. Harrison, Sherman; W. B. Harrison, McKinney; N. B. Harrell, Celeste; S. W. Hayes, Crawley; W. T. Herrick, Whitney; D. T. Herring, Nocona; C. M. Honaker, Terrill; F. A. Hood, Arlington; A. P. Houghston, Plano; J. A. Hughes, Howe; F. W. Jackson, Renner; B. F. Jones, Rockwell; J. G. Jones, Wichita Falls; J. Z. Keel, Gainesville; F. Kell, Wichita Falls; J. A. Kirkpatrick, Decatur; Boone Kirk, Navasota; J. B. Knotts, McKinney; E. R. Kolp, Henrietta; W. C. Lee, Albany; A. S. Lewis, Weatherford; Mr. McAfee, Corsicana; E. H. McClure, Dallas; J. W. McCall, Nacona; J. R. McElroy, Southmayd; D. T. McMahon, Savoy; A. A. McKnight, Ft. Worth; W. S. Maddrey, Amarilla; W. W. Majors, Midlothian; John Marshall, Whitesboro; N. F. Miller, Honey Grove; T. S. Miller, Leon Junction; E. W. Morten, Farmersville; G. C. Mountcastle, Fort Worth; W. Muegge, Plano; W. J. Murphy, Galveston; J. W. Nail, Ladonia; R. Ogden, Kopperl; E. L. Owen, Dallas; J. J. Pritchett, Ector; J. A. Read, Blum; J. H. Roper, Itasca; A. J. Rogers, Arlington; E. G. Rall, Ft. Worth; E. Schiff, Greenville; Chas. P. Shearn, Houston; J. M. Sheppard, Kauffman; T. M. Sleeper, Waxahachie; G. B. R. Smith, Howe; H. W. Spear, Wichita Falls; J. W. Stephenson, Alvarado; J. T. Stark, Plano; H. G. Stinnett, Sherman; R. W. Talley, Seymour; G. B. Taylor, Kauffman; D. H. Thompson, Waxahachie; E. A. Turner, Van Alstyne; H. Waldo, Collinsville; J. W. Webb, McKinney; W. C. Weeks, Arlington; W. E. Werkheiser, Temple; J. F. Weiser, Hico; B. Wiesmann, Muenster; C. Wilson, Bartlett; G. M. Wilson, Brandon; F. S. Windle, Britton; C. F. Witherpoon, Denton; R. M. Woodard, Plano; J. C. Wylie, Greenville.

The effect of the new rule of the Chicago Board of Trade, limiting the trading in futures to 90 days, is beginning to be felt. The result during May has been to raise the price of wheat, and to keep it from declining under splendid crop prospects. With a continuance of the favorable western prospect, heavy and concentrated selling of the September delivery will ensue at the earliest opportunity. Will this have an adverse effect? The outcome is awaited with interest.

## THE SUPPLY TRADE

The Maloney-Bennett Belting Co. has moved into new quarters at 34-36 South Canal street, Chicago.

The United States Scale Co., of Terre Haute, Ind., has recently changed its name to the United States Scale Works.

The National Association of Gas Engine Manufacturers will hold its next annual meeting in Pittsburg, Pa., September 13th.

The Johnson & Field Mfg. Co., has an exhibit of its farm and warehouse fanning mills and other goods at the Paris Exposition.

Allen P. Ely & Co., Omaha, Neb., write: We wish to do a little business with you again, as we received some very good results from our ad in your journal last year.

G. J. Cram, for years the secretary of the Marseilles Mfg Co., Marseilles, Ill., is the new manager for the Missouri Moline Plow Co., St. Louis, Mo. He succeeded F. A. Miller.

B. F. Ryer, of The S. Howes Co., Silver Creek, N. Y., will in the future represent this company as its general western manager, with offices at 11 Traders' Building, 12 Pacific avenue, Chicago, Ill.

The Chandler & Taylor Co., Indianapolis, Ind., write: Our shops are very much crowded at the present time, and we have just purchased a large tract of land with a view of largely increasing our plant.

Judge Shiras, of Dubuque, Iowa, decided in a recent case that a patent issued to a bankrupt cannot be considered as an asset, where the patent is granted after the person has gone into bankruptcy, altho the application was filed before.

The Monarch Gas Engine Co., Indianapolis, Ind., has been incorporated for the manufacture of gas and gasoline engines with a capital stock of \$50,000. The incorporators are P. K. Buskirk, L. V. Buskirk and F. Mathews, all of Indianapolis.

The Hess Warming and Ventilating Co., Chicago, has just shipped another one of its driers to the Mami Powder Co., Xenia, O. This one will be kept for emergencies. These driers do work in fifty minutes which formerly took forty-eight hours.

The Woodcock Feed Mill Co., of Chillicothe, O., has been incorporated with a capital stock of \$10,000. The company will manufacture feed mills and machinery. The incorporators are J. C. Woodcock, C. Sulzbacher, T. M. Armstrong, W. F. Sulzbacher and W. Hyde. This company succeeded J. C. Woodcock.

H. C. Rau, who was vice-president of the American Appraisal Co., has formed a new company to be known as the Rau Appraisal Co., with offices in Milwaukee, Wis. This company will make a specialty of appraising elevator and milling properties and furnishing plans, specifications and estimates on power plants.

The Huntley Mfg. Co., Silver Creek, N. Y., report that its business during the first four months of this year shows an increase of 75 per cent over any other year's first four months, since they have been in business. It is the first time in the history of the company it has been compelled to start working over time in April.

The Witte Iron Works Company which has recently moved into its new commodious plant, corner Fifth and Penn streets,

Kansas City, will make a number of changes in its business methods with its occupancy of the new two-story brick building. Nine new machine tools of special design, which insure accurate and quick work, have been installed in the new plant, so that the company will now have facilities for turning out one hundred engines a month. The company will make a specialty of gasoline engines. A novel feature will be the giving of prizes every six months for the best suggestions from the workmen. The men are further encouraged by the fitting up of lockers and toilet rooms, with bath, restaurant, and reading room.

## AT WHAT PRICE CAN OATS BE STORED?

(From a paper by J. A. Hughes of Howe, read at Meeting of Texas Dealers.)

I am not sure that I can say how much we should pay for oats, even under normal conditions, but can say for a certainty that avoidance of too much is very much to be desired. As indicated in the subject, our production of oats is now, under normal crop conditions far too great for demand for seed purposes. When most of our oats went for seed to the southeast, the more beard the better. For a long time Texas would consume all not sown and more. 'Twas not necessary for us to compete with other sections in the big markets. These conditions no longer exist. A great many of our Red Rust Proof Oats will be used in the southeast for seed, but the major portion hereafter must be handled with view to selling in the big markets, against the Northern beardless oats for feed purposes.

I would suggest therefore in the first place, that we divest them of any sentimental value, realize that they are not only not any better than other oats, but really not as good for feed, unless clipped and re-cleaned; and that means an expense of from 1½¢ to 2½¢ per bushel according to the quality of the oats. It is certainly not safe nor good business policy to rely on any extraordinary local demand for any purpose. Our prices should henceforth be regulated by the supply of our whole country with due, but always reasonable, allowances for local conditions.

The markets for some time have proved that oats are not considered by feeders as worth as much per pound as corn. This condition may be somewhat abnormal, as corn seems to have been scarcer and oats more plentiful than at first supposed; but as feed values are, and really should be, the basis for calculations, we think it will be well for us to regulate the prices of oats under normal conditions, by the feed value as compared with every grain that comes in competition with them; whether wheat, barley, or corn. I do not consider it within the scope or contemplation of this paper to forecast now the price of oats for the coming season; but rather to discuss their relative value in a general way. In my judgment the maximum price paid for oats to be stored should be low enough to put them in the markets successfully against other feed stuffs with a good margin for carrying, clipping and cleaning.

We have now, apparently, a good oat crop assured, and in fixing value it would not be prudent to count on anything under an average crop of corn. Presuming this much, corn will likely be worth at gathering time not over 20c in shuck, or about 25c sacked, which would be about 45¢ per 100 pounds. At that rate per cwt., oats would be worth about 14½¢ per bushel sacked. These figures look hard on oats but markets May first and since support the relation. At that time good oats were hard to sell at 24¢ sacked, 75¢ per cwt. No. 2 Mixed Corn Sacked was worth 44¢ or about 78½¢ per 100 pounds. Feeders have certainly shown a disposition to feed high priced corn rather than cheaper oats.

These questions are necessarily always problematical. Our farmer friends will play no unimportant part in the future of oats as they have heretofore. They will likely be disposed to hold if prices are not remunerative. We would warn the dealers however against determining to put up so many thousand bushels of oats regardless of cost. Every sack that goes in must come out some time, and when all want to buy in the fall, all want to sell in the spring. This is the history of the last season, just now closing so disastrously to many.

In conclusion will say that anybody can buy oats who has or can get money; anybody can sell oats who has them if price is no object; anybody can and will lose money who will pay too much and have to sell under cost. I would therefore urge that in future our investments be influenced by judgment rather than by other buyers, and actual relative, rather than sentimental value.



# GRAIN TRADE NEWS.

## CANADA.

The Ogilvie Milling Co., it is said, will build 12 elevators in Manitoba.

Walker & Faulkner, dealers in grain and lumber at Grenfell, Assa., have been succeeded by John Walker.

The Canada Atlantic Railway Company has applied to the harbor commissioners of Montreal for a site on which to erect an elevator of 2,000,000 bushels capacity.

The wheat in store at Fort William elevators May 12 aggregated 3,450,000 bushels; compared with 3,412,000 bushels a year ago. Stocks of wheat at Fort William, Port Arthur and interior points were 8,200,000 bushels; against 10,000,000 bushels a year ago and 3,300,000 two years ago.

Winter navigation of the St. Lawrence is declared by the Quebec Board of Trade to be practicable. During 11 months in the year the river is declared to be perfectly safe. To overcome the high rates of marine insurance the government is urged to pay the difference between the summer and winter rates.

The Montreal Corn Exchange is indignant at the abrupt advance in the charge for elevating grain from \$4 to \$5 per 1,000 bushels. The Montreal Elevating Co. is denounced for not having given due notice of the advance. However, the reduction made a year ago by the company from \$5 to \$4 was stated to be for one year only.

The grain section of the Toronto Board of Trade held a meeting recently to protest against the reinspection of Ontario grain at Montreal for export. It is convenient for Ontario shippers to know the grade before arrival at the terminal. They are enabled to dispose of the grain to advantage. It is a burden to the railroads to provide bins for the 61 grades of grain at several interior points.

W. Beach & Co., of Winnipeg, Man., have sold their grain commission business to the Van Dusen-Harrington Co., of Minneapolis, Minn., who took possession May 15. G. F. Ewe and G. M. Harrington visited Winnipeg to arrange the transfer, and have engaged the services of W. L. Parish as local manager. Mr. Parish has resigned the presidency of the Winnipeg Grain Exchange to look after the firm's interests, and will wind up his grain business which will continue in charge of H. W. Eyres until settled.

The Canadian Pacific Railway Company is pushing construction on several lines where work was discontinued with the advent of winter last year. Rails have been laid on the Pipestone branch a distance of about 24 miles west of Antler, and grading is going on to Clare, 50 miles west of Antler. On the Lac du Bonnet line the first section of ten miles is now being ironed, and grading is going on on the remaining portion. On the MacGregor branch the steel is being put down on the first 26 miles of this branch.—Commercial, Winnipeg, Man.

## CHICAGO.

Augustin C. Buell, of Chicago, who died recently in Italy, was buried May 20 at Berlin, Wis.

A. H. Farnum is now connected with J. F. Harris & Co.

The traffic bureau of the Board of Trade will be abolished June 1.

Memberships in the Board have declined to \$1,500 and rallied to \$1,750.

The new Merritt Elevator of the Calumet River went into operation May 21.

George H. Phillips has succeeded Phillips & Hoge, grain commission merchants.

At the request of President Warren the ticker companies have discontinued all curb quotations.

George Marcy, manager of the grain department of Armour & Co., has gone to the Paris Exposition.

Grain rates from Chicago have declined to 1½ cents on corn to Buffalo, and are holding at that figure.

J. Ogden Armour has sailed for Europe to confer with the English representatives of Armour & Co.

H. J. O'Neill, the barley king, has secured a lucrative position as buyer for the Anheuser-Busch Brewing Co.

E. S. Jones and Walter Metcalf of Noble, Jones & Co., have arranged their indebtedness and are again on the floor.

A flashlight photograph of the trading floor interior was taken recently. A picture, 26 x 38 inches, is to be sent to the Paris Exposition.

W. R. Henning, the Board of Trade's pet aversion at one time, has gone to Cape Nome, Alaska, with a \$100,000 placer mining outfit.

Nathaniel T. Wright of Nash, Wright & Co., who was connected with the trade for forty years and one of the oldest members of the Board, is dead.

George C. Sanborn, cash grain man of J. F. Harris & Co., is traveling thru the Northwest between Chicago and Duluth to get acquainted with the trade.

The Santa Fe Elevator has been placed in operation. The plant was thoroughly overhauled during the past three weeks. A new 350-foot belt conveyor was put in.

Shipments of grain, flour and provisions from Chicago east all rail were 72,603 tons for the week ending May 20, compared with 63,735 for the preceding week.

Mrs. Frank P. Frazier and her son, Frank D. were thrown from a high trap recently while returning from the Glenview golf grounds. Both received a severe shaking up.

Rosenbaum Bros., grain commission merchants of Chicago, have leased the Maple Leaf Elevator at Kansas City, E. F. Rosenbaum will have charge of the business at that end.

Rogers, Bacon & Co. have been incorporated at Chicago, to deal in grain. Capital stock, \$150,000; incorporators, Henry W. Rogers, James C. Rogers and Charles A. Hurlbut.

Otto G. Schwaab, who for the past 15 years was in the employ of Gerstenberg & Co., Chicago, as bookkeeper, committed suicide by shooting himself in the head May 12. Mr. Schwaab was a genial

good hearted man and had the respect and confidence of all who knew him.

Among new members of the Board of Trade are Frank Strausser, John A. Spoor, Douglas Coverly and Francis King, of Chicago; also James S. McGehee, St. Louis; B. F. Woodworth, Minneapolis, and Albert Snyder, Arcola, Ill.

The steamer Fred Pabst, grain laden, while passing down the river recently, caught a log in the propeller wheel, breaking three blades. Before the big boat could be docked for repairs a portion of the cargo of corn had to be discharged at the Illinois Central Elevator.

H. A. Foss, Board of Trade Weighmaster, Chicago, recently returned from a three months' sojourn in the Mogollon Mountains, Grant County, New Mexico. Mr. Foss says he had no complaints of short weights or leaky cars and nothing to worry him consequently he has returned in good health and ready to carry on his good work in behalf of correct weights.

Milmine, Bodman & Co., who have been engaged in the grain trade since 1861, have established a stock and bond department. To handle the expected large business they have moved into the roomy ground floor offices at 5 and 7 Board of Trade. In taking up this branch of the brokerage business the firm will not neglect any part of its old grain trade, but will continue to handle consignments, buy grain in the country and execute orders for future delivery.

The Hereley Elevator on the North branch of the river was towed from its old location recently to a point on the South branch, and moved on rollers a distance of three blocks to 24th street. The large and top-heavy building, which has 60,000 bushels capacity, was placed on a large scow and moved slowly and with care by two powerful tugs. The feat was performed without a mishap, and is probably the first time that an elevator has been moved bodily by water. The new owners of the plant are John Runge & Sons.

McLain Bros., C. A. Whyland, Henry Parker and James Nicol, who were charged with using the mails to defraud, have been discharged. Judge Kohlsaat, before whom the case was tried, said: I am satisfied that the evidence in this case, uncontradicted, would amply warrant the jury in finding that the defendants did a bucket shopping business in all the transactions that went through "account eleven." Although the defendants devised tedious and roundabout methods to take their transactions apparently out of regular bucket shop methods and to give them the semblance of regular Board of Trade transactions, these operations were bucket shop dealings nevertheless. The manipulation of "account eleven" and its equivalents are a tribute to their ingenuity, but not to their sagacity. The whole thing is a transparent trick, once the light is let in on it. The whole matter presents the spectacle of ostensible agents intent upon advancing their own interests over and beyond the commissions received for acting as such agents. To a large extent this seems to have been a common practice upon the Board of Trade—a practice which was in vogue to such a degree that in January of this year a special rule was passed by the board to prevent this abuse of the privileges. The whole testimony impresses me with the idea of faithlessness to customers to a degree which to my mind is startlingly demoralizing.



## ILLINOIS.

An elevator is to be built at Serena, Ill. D. W. Slaughter, grain dealer at Amboy, Ill., is dead.

George Massey, grain dealer at Little Indian, Ill., has sold.

The Neola Elevator Co. has completed its new plant at Millington, Ill.

An elevator may be built at Verona, Ill., by the Richardson Co., of Chicago.

Richards & Co. are shipping out all the grain at their elevator at Surrey, Ill.

Charles W. Ballard of Girard will engage in the grain business at Peru, Ill.

W. H. Tallyn of Benson has bot the elevator at Wenona, Ill., of F. G. Jones.

H. Van Beuning & Co., of Emden, Ill., are building an addition to their elevator.

J. B. Coyner has succeeded to the grain business of Reed & Coyner at Middlegrove, Ill.

John McDonald has connected his grain office and elevator at Frankfort, Ill., by telephone.

An 80,000-bushel elevator has nearly been completed at Lebanon, Ill., by the Pfeffer Milling Co.

Roberts & Moschel, grain dealers of Morton, Ill., contemplate erecting an elevator at Groveland.

The Chicago & Eastern Illinois Railroad has let the contract for a line from Cyprus to Joppa, 15 miles.

The elevator at Etherley, Ill., owned by John West & Co., has been placed on rollers for removal to Victoria.

W. H. Whiteside has bot the interest of Mr. Donahue in the grain business of Whiteside & Donahue at Joslin, Ill.

Frank Schmidt's elevator at Huey, Ill., was burned May 16, with 15,000 bushels of wheat. Loss, \$13,000; insurance, \$7,000.

Fleming & Smith have completed their new 30,000-bushel elevator at Osco, Ill. Power is supplied by a 12-horse gasoline engine.

The big plant of the United States Sugar Refining Co., at Waukegan, Ill., has been closed, it is said, for enlargement and repairs.

Fire at Dimmick, Ill., May 20, destroyed the Eisebauer Elevator, with 80,000 bushels of oats and several thousand bushels of corn.

Louis Fiel has taken charge of the grain business of Jurz & Borms at Spencer, Ill., for succeeding I. M. Gillett, who has gone West.

C. H. Rumley, Buckley, Ill., May 14: The recent rains have put the ground in fine condition. Oats and grass looking exceptionally well; corn planting under good headway.

Bloomington grain speculators mourn the hurried departure of William Fields, who for some months has operated a bucket shop. It is claimed he owes 15 customers \$4,000.

Ellis & Wagner of Secor, Ill., have completed their improvements on the elevator at Secor and contemplate installing the constant feeders in their elevator at Deer Creek, Ill., also.

The elevator of Dunaway, Ruckrigel & Co., on the Rock Island at Ottawa, Ill., was burned May 11, with 3,000 bushels of corn and oats. Loss, \$12,000; insurance, \$5,500. The firm will rebuild.

M. R. Thayer of Dawson, Ill., was in Chicago this week on his way home from Ohio. He reports wheat prospects in Ohio and Indiana very poor and for oats very good, in fact they expect the largest crop of oats ever grown.

H. W. Rogers & Bro., of Chicago, have acquired the property of the Middle Division Elevator Co., which for many years has operated a number of elevators along the line of the Illinois Central. It is said the new owners will extend the business and operate on the C. & E. I. also.

J. M. Davidson & Son, of Colfax, Ill., have just completed repairs on their elevator. A new brick engine house has been erected. Four new dumps with a capacity of 2,000 bushels have been installed, as well as new legs, boots and cups, making the machinery equipment practically new thruout.

L. F. Rohde, Parnell, Ill., May 23: The old corn is pretty well cleaned up here. Farmers and feeders are having trouble to get enough. Not much old grain left in the country. Growing oats are looking fine; growing corn a little backward and cut-worms by the thousand. I heard one man remark the cut-worms were so thick they bothered him harrowing his corn.

Any members of the Illinois Grain Dealers' Association who can obtain postal card bids mailed by commission houses and addressed to irregular dealers in Illinois will confer a favor on the Association and themselves by forwarding the same to President E. R. Ulrich, Jr., at Springfield, before the next regular meeting to be held in Decatur, June 12 and 13, so that the names of such commission houses can be read at this meeting. Any cards dated since Dec. 1, 1899, will answer.

Illinois state crop report, week ending May 21: Wheat generally looks well in the northern district, but in the central and southern districts the ravages of the Hessian fly have become very serious. Many fields are being plowed up for corn, while a few reporters say that the crop in their sections will be almost an entire failure. In some places the prospects continue excellent, and the plant is heading finely. The planting of corn is not yet finished, considerable of it remaining unplanted in the northern district. This work was retarded by the rainy weather.

Cloke Bros., grain dealers at Piper City, Ill., have made an assignment. The firm says their trouble arose from taking corn for storage when it was twenty-five and twenty-six cents a bushel. Not having room to store the grain, they sold it in Chicago, and hedged by buying wheat. Corn went up and wheat down, so they lost in two directions, and could not settle when farmers wanted to sell. Their creditors are farmers, who will lose more or less of the price of the corn left for storage. The members of the firm say their liabilities are \$5,000 above the assets turned over. The firm is composed of Richard and Will Cloke.

## PROGRAM OF ILLINOIS MEETING.

B. S. Tyler, secretary, has given out the following program of the annual meeting of the Illinois Grain Dealers' Association, to be held at Decatur, June 12 and 13:

## TUESDAY, JUNE 12, 1900.

- 11:00 A. M. Informal meeting (Membership books open).
- 1:45 P. M. Reading of minutes of last meeting.
- 2:00 P. M. Report of Treasurer.
- 2:15 P. M. Reports of Standing Committees.
- 2:45 P. M. Our last year's work. B. F. Walter, Traveling Representative.

3:00 P. M. Some things essential to the future welfare of the Association, and benefits to our members. E. R. Ulrich, Jr.

3:15 P. M. How much is necessary to run our association as it should be run, and how shall we raise the necessary funds? T. P. Baxter.

3:45 P. M. Our finances. How can we better them? H. C. Mowry.

4:15 P. M. General discussion on finances.

4:45 P. M. "Where are we at?" S. S. Tanner.

5:00 P. M. The milling of white corn. W. L. Shellabarger.

5:15 P. M. General business.

6:00 P. M. Adjourn to 7:00 P. M.

7:00 P. M. Local branch meetings. (Local branches wishing to meet at this time please advise Secretary Tyler, who will arrange for a separate meeting-place for each branch.)

## WEDNESDAY, JUNE 13, 1900.

10:00 A. M. Relations between Railroads and Association members. Charles S. Clark, Secretary Grain Dealers' National Association, Chicago, Ill.

10:20 A. M. Advantages of steady and uniform rates of freight. B. S. Tyler.

10:40 A. M. Chicago Board of Trade Weights. H. A. Foss, Board of Trade Weighmaster.

11:00 A. M. Why we need protection in weights at terminals and how to secure it. Thos. Costello.

11:20 A. M. General discussion about terminal weights.

12:00 A. M. Adjourn to 1:30 P. M.

1:30 P. M. How a more friendly relationship can be brought about between railroads and country grain dealers. W. E. Keepers, G. F. A., Illinois Central R. R., followed by other railroad officials present.

2:00 P. M. The good the Association has done regular dealers. E. R. Churchill. Followed by general discussion on same subject.

2:45 P. M. The Golden Rule in the grain business. W. B. Newbegin.

3:00 P. M. Why we should have a representative on the Railroad and Warehouse Commission of Illinois. H. N. Knight. Followed by general discussion.

3:30 P. M. Reports of special committees.

4:00 P. M. Election of officers for the coming year.

5:00 P. M. Resolutions.

6:30 P. M. Banquet and smoker.

## INDIANA.

An elevator is to be built at Owensville, Ind.

Grain trade news items are always welcome.

Cutsinger & Webb have succeeded Cutsinger & Thompson at Edinburg, Ind.

The Newport Milling Co. has been formed at Newport, Ind., and will operate an elevator.

J. F. Pearson has purchased and taken possession of the elevator at Terhune, Ind., of J. A. McLeland & Co.

Samuel Jenkins, of Burrows, now has charge of the elevators at Burrows and Woodville, Ind., dividing his time between both.

The crop reports received at the meeting of the Indiana Millers Association, Indianapolis, May 16, showed that the wheat prospect is very poor in some lo-



calities, an average in others, and on the whole not promising.

The Noblesville Milling Co., of Noblesville, Ind., has completed plans for an elevator 50 x 150 feet, with capacity for 350,000 bushels.

W. F. Spiker, who has been engaged in the grain business at North Manchester for many years, has removed to Wabash, Ind., and will continue in the business at that point.

The association of Indiana dealers which was organized recently at Muncie, held another meeting at Anderson, May 17. The rule prohibiting the loaning of sacks goes into effect June 1.

H. S. Booth, of Brighthurst, Ind., contractor for the B. S. Constant Co., of Bloomington, Ill., has the contract for the elevator to be built for the Colburn Elevator Co., at Colburn, Ind.

The negotiations for the construction of a transfer elevator at Knox, Ind., fell thru because the Nickel Plate would not stand its share of the expense. The plant which is being erected will be for the exclusive use of the Churchill-White Grain Co.

C. A. Drake, of Flora, Ind., contractor for the B. S. Constant Co., of Bloomington, Ill., has landed the contract for the new elevator for D. M. Maxwell, of Tillman, Ind., to be built at New Waverly, Ind. It will be equipped with the Constant machinery and be modern in every respect.

## IOWA.

Read letter of G. A. Stibbens in this number.

Two line houses of 3,000 bushels capacity are to be built at Clutier, Ia.

G. H. Norton has purchased an elevator and grain business at West Bend, Ia.

The Northern Grain Co. will build an elevator on the Northwestern at Traer, Ia.

A. W. Carey is proprietor of the new 45,000-bushel elevator at New Hampton, Ia.

Mr. Nutter, who recently bot Parson's elevator at Carroll, Ia., is doing some repairing and improving.

P. M. Ingold has moved his elevator to a new location on the M. & St. L. Ry., at Spencer, Ia.

George M. Stauffer, Gladbrook, Ia.: We have bot an engine thru the advertisement in the Journal, which is O. K.

A. J. Froning has bot the interest of his partner, George A. Tucker, in the grain elevator at Geneva, Ia.

M. L. Brown, of Sheldon, Ia., contemplates building an elevator on the Omaha midway between Sheldon and Ashton.

W. H. Scott & Bro., Grundy Center, Ia.: You may discontinue our advertisement, as we have as many replies as we care for at present.

George A. Wells, secretary of the Iowa Grain Dealers Association, has taken an office at 508 Observatory building, Des Moines, Ia.

G. H. Carter, of Pekin, Ia., is making some improvements in his elevator. He will add two stands of elevators, conveyors and dumps.

Joseph White has bot and will tear down the elevator of E. R. Wiswell at Rolfe, Ia. Mr. White will put up a new building and handle grain.

Do not forget that you may be called upon to act as rent collector for landlords who lease grain land of your district until the unjust law is amended.

The elevator of J. B. Maricle, Jr., at Storm Lake, Ia., was damaged by fire May 13, to the extent of \$1,000. Considerable grain was damaged by water.

James Harper & Co., of Manson, Ia., have purchased the grain business of S. Braginton & Son, who have retired. The only other regular dealer at Manson is T. E. Malden.

Whistler Bros., of Farragut, Ia., are thoroly overhauling their elevator, and will make many changes. In a little over two years this firm has handled over 750,000 bushels of grain.

The old blind horse which for many years has driven the machinery of the Kansas City Grain Co., at Maxwell, Ia., has been retired. His place has been taken by a new gasoline engine.

Fred S. Davis, who has been operating the farmers elevator at Coon Rapids, Ia., is now out of the business, the concern having failed. The property has been purchased by the St. Paul & Kansas City Grain Co.

The Dyersville Milling & Grain Co. has been formed at Dyersville, Ia. Capital stock, \$10,000; James Armstrong, president; Frank Faha, vice-president; Gus Hesselman, secretary and treasurer, and H. G. Proettinger, manager.

F. J. Wright, of the St. Paul & Kansas City Grain Co., Minneapolis, Minn., was in Chicago recently and reported that the company's elevators, in course of construction in Iowa, were well under way and he expected that they would be ready for taking in grain July 1st. Younglove, Boggess & Co., of Mason City, Ia., are the contractors and builders.

H. Wetzel, Minburn, Ia.: I have permanently located here, having bot the plant of Frank Thoms & Co. I have a good location as well as a good plant, and it was all secured by the aid of the advertisement in the Journal. I have now worked in the grain trade for 20 years, and must confess the Journal is the best paper to advertise in for the grain trade.

G. A. Stibbens, Coburg, Ia., May 18: Small grain is looking very fine. Corn about two-thirds planted. Planting would have been completed this week, but we have had it cold and wet. If the weather is favorable next week planting will be finished. There will be no movement of corn after planting, as farmers will have no time and they are not inclined to sell at present prices.

The Davenport Elevator Co. has contracted with S. J. M'Tierman of the Huntley Mfg. Co., for two Monitor Special Barley Separators for its new elevator at Davenport, Iowa. Work is progressing rapidly on the building. The hopper bottoms of the bins have been finished and the cribbing is being erected. The foundation for the large smokestack is in place and the engine room will be built as soon as the engine can be set.

W. C. Bayles, manager of the Mt. Pleasant Milling Co., Mt. Pleasant, Ia., was in Chicago this week and expressed the intention of attending the next meeting of the Grain Dealers Union at Creston. Very little wheat is now grown about Mt. Pleasant and the milling company is generally in the market for wheat. Thru the efforts of Mr. Bayles some of the grain dealers of the southwestern part of the state have interested the farmers in wheat growing and the grain is being shipped to the mill in ever increasing quantities.

J. R. Sage, director of the Iowa section of the crop service, in his report of May 21, says: The amount of rainfall was

light in the northwest district and in the western counties of the west central district. The balance of the state was copiously watered. Except in a few localities the rain fell moderately, the bulk of the moisture being absorbed by the soil and very beneficial to grass, small grain crops, potatoes and vegetation generally. In the larger part of the state field work has been much retarded or entirely suspended during the week; and in nearly all districts there is a portion of the corn acreage yet to be planted.

## KANSAS.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

A large steel tank elevator will be erected at Great Bend, Kan., by the Barton County Mills.

John Stetler has been appointed deputy grain inspector to succeed J. C. F. Horne at Wellington, Kan.

G. H. McProud, of South Haven, Kan., has engaged in the grain business and is building an elevator.

Fire at Batesville, Kan., May 18, destroyed 700 tons of baled hay, the property of Keck & Young.

O. B. Strom, Sherdahl, Kan., has let the contract for a 5,000-bushel elevator to M. J. Travis, Atchison.

The Netawaka Grain Co. and Johnson & Lueck, of Netawaka, Kan., are the same; the latter handle general merchandise, the former grain.

J. E. Liggett, whose headquarters are at Wichita, Kan., is building an elevator at that point and will place four portable dumps at other points where he is buying.

The people along the Rock Island in Kansas have contributed 20 carloads of corn for the relief of the famine in India. The railway transported the shipment free of charge.

H. Work & Co., of Ellsworth, Kan., have recently purchased of Larkin Sons their elevator at Black Wolf, and will operate the plant in connection with their other Kansas Stations.

H. O. Cook, Sabetha, Kan., May 16: The large amount of rain the last week is holding back corn planting; about half is now planted. Prospects for wheat and oats were never better.

The Kansas Supreme Court on May 5 rendered a decision declaring the law creating the Court of Visitation unconstitutional, on the ground that the vesting of legislative, administrative and judicial powers in one body is contrary to the State and Federal constitutions. The decision leaves Kansas without any railroad law whatever, former railroad laws having been repealed when the Court of Visitation was created.

E. J. Smiley, secretary of the Kansas Grain Dealers Association, was in Chicago this week and reported that the Association had recently taken in 15 new members including the following: Burrton Grain Co., and J. C. Gorvin, Burrton; Imboden Mill Co., and T. L. Elevator Co. (J. E. Liggett) Wichita; G. Barkeimeyer and W. Finn Sedgewick; Carr & Kelley, Hutchison; Mound Ridge Milling Co., Mound Ridge; P. C. Ball, Elyria; L. H. Worthington, Peabody; J. H. Lynds, White Cloud.

## MICHIGAN.

Fred Welch, Fenton, Mich., has built a storage warehouse at his elevator. Amos Ewen is fitting up an elevator at



North Star, Mich., where he will buy grain and hay.

Detroit's shipments of wheat by water this season so far consists only of two cargoes aggregating 62,000 bushels.

Forest Bros., dealers in grain and hay at Flint, Mich., have been succeeded by the Forest Milling Co., recently organized, with \$20,000 capital stock.

McLaughlin, Ward & Co. have succeeded The M. & J. McLaughlin Co. in the elevator, grain, wool and bean trade, at Jackson, Mich., James McLaughlin having retired.

The Nye & Jenks Co. will close out its business at Port Huron, Mich., and Robert Balmer, who had charge, will probably enter the company's new office at Duluth, Minn.

Burglars entered the elevator of R. G. McCoy & Co., at Mason, Mich., recently, and stole \$100 worth of wool, and Mr. McCoy's office coat containing an account book and receipts.

The Reynolds Grain Co. has been organized at Port Huron, Mich., with \$20,000 capital stock, to operate the Botsford elevator. Of the 2,000 shares W. H. Lake holds 200; F. C. Coburn, 200; C. H. Reynolds, trustee, 400; C. H. Reynolds, 600, and H. Kaumeier, 600. The two latter have had much experience in the grain business.

Stockholders of the Botsford Elevator Co., Port Huron, Mich., held a meeting recently to consider the disposition of its elevator. The Nye & Jenks Grain Co., which has controlled the property for several years, desired to give up the lease. The proposition of Charles Reynolds, of Memphis, for a lease of the elevator was accepted.

C. E. Burns' elevator at Howell, Mich., has been purchased by the Michigan Milling Co., which recently was organized at Ann Arbor. The company owns another elevator at Howell, besides several houses at Ann Harbor, Vernon, Oak Grove, Chilson, Azalia, Owosso. F. E. Mills has been appointed manager of the elevators at Howell.

## MINNESOTA.

McMillan & Co. will erect an elevator at Buffalo, Minn.

A. Von Hagen, of Sleepy Eye, Minn., will build an elevator.

The Interstate Elevator Co. has bot the ground under its elevator at Morris, Minn.

Readers will confer a favor by reporting new elevators, new firms and the condition of crops.

Truman D. Strait, former chief deputy grain inspector, died at Minneapolis May 18 of apoplexy. He was 55 years of age.

The elevator at Dundas, Minn., owned by the Dundas Milling Co., was burned May 11. Loss on building and contents, \$8,000; partially insured.

A set of rules to govern the purchase and sale of millfeed in Minneapolis has been agreed upon by a committee of the Chamber of Commerce.

The Great Eastern Elevator at Minneapolis, Minn., is being enlarged with a fireproof addition of 400,000 bushels capacity. The material used is a combination of steel and terra cotta tile. The work is being done by the Barnett & Record Co.

E. M. Walbridge, grain dealer at Northfield, Minn., has filed a petition in bankruptcy. He has been doing a large business in the southern part of the state. A large part of the debts are in storage and warehouse receipts. Assets—Real estate,

\$2,500; notes, \$649.16; stock, \$3,712.17; tools, \$203; personal property, \$36,784.30; accounts, \$878.20; stocks, \$5,865; claims, \$3,500; deposits, \$1.17; total, \$54,093. Liabilities—Taxes, \$4.50; wages, \$572.33; debts, \$16,390.23; secured claims, \$51,066.64; unsecured claims, \$17,600.50; accommodation paper, \$100; total, \$85,734.20.

## MISSOURI.

Cornelius Brown, grain dealer of Silex, Mo., is dead.

Allan Logan contemplates returning to the grain commission business at Kansas City, Mo.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

R. Aamondt and Reece Heaton will buy flax straw at Sedalia, Mo., and manufacture the fiber.

The directors of the Kansas City Board of Trade have issued a circular setting forth the advantages of that city as a grain market.

T. W. Carter & Co. have succeeded Carter, Bowman & Co., grain dealers at St. Louis, Mo., Theodore G. Bowman having retired.

Secretary George H. Morgan of the Merchants Exchange reports the shipments from St. Louis, Mo., during April as 34,741 bushels of wheat, 1,457,000 bushels of corn and 83,660 bushels of oats. A large percentage of the grain was shipped down the Mississippi River.

One thousand bushels of grain is now the minimum lot that can be dealt with speculatively on the Kansas City Board of Trade. Formerly the minimum was 5,000 bushels. The change bodes no good to the legitimate wheat trade, but is a plain bid for gambling patronage by the board.—The Roller Mill.

The American Grain Exporters' Association has been incorporated at St. Louis Mo., with William J. Orthwein president, William Stuede, secretary, and Fred C. Orthwein, treasurer. The recent organization of the Gulf Ports Grain Exporters' Association developed a strong sentiment in favor of widening the scope of the association to include firms operating on the Eastern seaboard.

The Missouri state crop report for May gives the acreage of corn as 6,400,000, an increase of 1 per cent. Fifty per cent of the acreage was planted May 1, against 20 per cent for May, 1899. Favorable conditions prevailing assured the seeding of almost the entire crop the first week in May. The seed bed was never in better condition and but little difficulty has been encountered in prompt germination. The condition of wheat is placed at 97, against 61 a year ago. Chinch bugs have appeared in some localities, but so far little damage has been reported. The oats acreage is 1,020,000, or 110 per cent of last year's. The seeding was done under favorable conditions, the plant has made a vigorous growth and promises a good crop. The acreage of flax has decreased 8 per cent, leaving 58,500 acres; and the condition is 92 per cent.

## NEBRASKA.

Sylvester P. Decker, of Ashland, Neb., died recently.

The Duff Grain Co. has completed extensive repairs on its elevator at Turlington, Neb.

William Burke is putting in a steam plant in his elevator at Friend, Neb.

H. O. Cook inform us that Councilman Bros. are building a 10,000-bushel elevator at Ellis, Neb.

E. E. Smith has succeeded Parrish & Smith in the grain business at Bartley, Neb.

M. J. Travis of Atchison, Kan., has received the contract to build a 20,000-bushel elevator at Burr, Neb., for W. S. Holden.

J. Delaney, grain dealer of Harvard, Neb., his wife and daughter, left May 10 on a visit to Europe and the Paris Exposition, to remain away until August.

W. A. Chitwood, Riverton, Neb.: Please discontinue for the present my for sale advertisement, as I believe the property is sold. The Journal makes quick work of elevators.

C. E. Barnes is in jail at Fremont, Neb., for victimizing the Omaha Elevator Co., for whom he contracted to buy 100,000 bushels of corn. He received \$50 in advance. The charge against him is obtaining money under false pretenses.

Western live stock dealers have secured from the Nebraska railways the "feed-in-transit" rates which they have been demanding for a year or more. In place of a charge of from \$10 to \$12.50 for the six months' feeding privilege en route the charge will now be 7 cents per 100.

United States Weather Bureau, May 22: Heavy rain in southeastern counties retarded corn planting, but elsewhere in Nebraska rapid progress has been made and bulk of planting now done; early planted corn coming up well and cultivation commenced; wheat and oats growing well, but with tendency to too rank growth in southeastern counties.

John Parker, Upland, Neb., May 15: We are having nice growing weather here. Fall wheat is stooling well. At this writing there is the best prospect for a big yield in Franklin County, and the acreage is somewhat larger than in former years. A large acreage of oats out this spring. Big acreage of corn in this vicinity, and about half of planting done. Not a great deal of rye put out last fall.

Hay commission merchants of Omaha, Neb., have combined in a movement to retain their hold on the trade. Retailers had threatened to buy on track from country shippers, thus ignoring the large wholesalers whom they charged with selling direct to consumers. Now all the commission men have signed an agreement to refuse in the future to sell to any retailer who buys hay in the country and ships it in to himself rather than buy through those who are dealing on the track exclusively. Less than 2-ton lots will be sold to no one. This action will shut off the small consumers who have been buying on the track and they in the future must buy of the retailers. This action will also work to the disadvantage of those retailers who have been buying in small lots to fill current orders, thus not being obliged to store hay or carry a large stock. The wholesalers added to their agreement also that all bills are payable weekly on Monday and any person who allows the account to run past Wednesday will be unable to buy hay of any dealer on the market until the claim is paid and his name taken off the "poor pay" list.

Secretary Bewsher has summarized 400 replies in the crop report of May 8, issued by the Nebraska Grain Dealers Association. The winter wheat acreage is 78 per cent of that sown the year before; spring wheat acreage 84 per cent. The condition of wheat at the present time compared to



that of last year is 145 per cent. The injury to both winter and spring wheat is reported at about 3 per cent of the acreage sown; about all of this injury being confined to winter wheat. Only 26 reported injury, giving as the causes, principally, dry fall and late sowing. One or two reported winter killing. My replies would indicate that there will be between 1 and 2 per cent of the acreage plowed up. The oat acreage will be increased by about 4 per cent. Of the reserves in the country there remains about 14 per cent of wheat, 13 of oats, and 15 of corn, these percentages have reference to the last crop. Comparing these results with those obtained by us in our Crop Report No. 2 one year ago, wherein it was found that we had 1,061,675 acres of winter wheat sown; we will have this year about 825,000 acres. Last year we had 1,440,000 acres of spring wheat; this year we will have 1,202,000, or a total acreage of winter and spring wheat this year of 2,028,000 acres. The oat acreage as reported by us last year was 1,628,000, with a 4 per cent and fraction increase this year, we have about 1,697,000 acres. The reserve in the hands of speculators and farmers, as based on the percentages as above given, would give us about 2,600,000 bushels of wheat, 6,600,000 bushels of oats and 26,000,000 bushels of corn still in the state.

### NEW ENGLAND.

P. D. Beach will engage in the grain trade at Branford, Conn.

R. T. Dodge has engaged in the grain business at Henniker, N. H.

Marshall & Jennings, dealers in grain and feed at Boston, Mass., have dissolved partnership.

Arthur A. Prentiss & Co. have succeeded Sykes, Hodge & Arnold in the grain business at Athol, Mass.

George J. Richards, of A. J. Richards & Son, dealers in grain and coal at Weymouth and Quincy, Mass., is dead.

Isaac L. Dodge, grain agent, Springfield, Mass., has filed a petition in bankruptcy. Liabilities, \$1,753; assets, \$1,050.

Adam Scott, of the Scott Grain Co., Amesbury, Mass., died May 8, aged 52 years. He was well known in the grain and farm implement trade.

Henry Jennings, formerly of Marshall & Jennings, Boston, Mass., has engaged in the brokerage business and will continue to handle grain and feed.

Edward P. Merrill, grain broker, Portland, Me., writes: But little millfeed on track or enroute. As soon as millfeed reaches a reasonable price the orders will be large. The last drop in grain prices is not understood here.

### NEW JERSEY.

Geo. M. Moulton & Co. have the contract for the erection of the Lehigh elevator at Jersey City, N. J. This elevator will be built on the docks of the National Storage Co., at Communipaw, by the Lehigh Valley Railway and operated by it. It will be a four leg transfer elevator with a capacity of 175 cars a day and a storage capacity of 16 cars, which is for emergency purposes only, as it is expected that grain will be transferred to lighters as fast as received. The elevators will be completed by June 1. The Webster Mfg. Co., Chicago, has the contract for the machinery and equipment.

### NEW YORK.

Grain trade news items are always welcome.

J. C. Taylor's grain warehouse at Monticello, N. Y., was recently burned.

Dudley M. Irwin has succeeded Irwin & Charles in the grain business at Buffalo, N. Y.

A grain elevator and mill are being erected at Haverstraw, N. Y., by F. Kieser & Son.

John O. Goodrich, for many years engaged in the grain and hay business at Brooklyn, N. Y., died recently.

Jeremiah P. Robinson has been appointed agent for the receiver of the Brooklyn Wharf & Warehouse Co.

John M. Hennessey has resigned his position as assistant superintendent of grain handling at Buffalo, N. Y., to render himself eligible for membership in the Scoopers Union.

Buffalo shippers have been annoyed by the strikes of railway men. In sight of a city elevator stood several cars needed to ship. It was four days before they could be coopered.

The Kellogg Elevator at Buffalo, which has canal as well as rail connection, is said to have cut rates to  $\frac{1}{8}$  cent per bushel, and is getting much of the canal business.

The American Linseed Co. will erect a steel elevator on Staten Island, N. Y., of 800,000 bushels capacity, and very completely equipped. The contract has been let to the Steel Storage & Elevator Construction Co.

The property of the Eastern Elevator Co., at Buffalo, N. Y., was sold at foreclosure recently for \$235,746, to Frederick K. Quine, of Brooklyn, representing the American Linseed Co. While the elevator, which has a capacity of 1,500,000 bushels, will be used principally in connection with the oil mill at Buffalo, it will continue to share in the outside grain trade, and probably as a member of the pool. The mortgage was for \$225,000, and the bidding was spirited, as another interest was after the elevator.

Startling developments are expected as the result of the acquisition of the Long Island Railroad by the Pennsylvania Co., in harmony with the New York Central. Rumor has it that tunnels are to be constructed under the North River from Jersey City to Manhattan and thence under the East River to Long Island, over which, by connection with the Long Island Railroad, freight and passengers will be delivered at the deep water harbor of Fort Pond Bay, where improved terminals are to be constructed. This arrangement would make New York a way station, avoiding the antiquated and expensive methods of grain transfer in vogue at that port.

### NORTHWEST.

Johnson & Hield have the contract to build an elevator at McHenry, N. D.

The North Dakota Mill & Grain Co. has been organized at Courtenay, N. D.

At Bowden, N. D., an elevator will be erected by the Consolidated Elevator Co.

D. W. Bremer, Clear Lake, N. D.: Could not get along without the Grain Dealers Journal.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

The oil mill at Fargo, N. D., having six presses, has been purchased by the American Linseed Co.

At Perth and Bisbee, N. D., elevators are to be built by the Imperial Elevator Co., of Minneapolis, Minn.

The Canton Grain Co., Canton, S. D., has taken possession of the elevator of William Bradshaw at Worthing.

Peter Person, while at work in a grain elevator at Summit, S. D., fell from the top of a shaft forty feet, sustaining serious injuries.

The Ferney Farmers Elevator Co. has been incorporated at Ferney, S. D. Capital stock, \$10,000; incorporators, August Edwards, Charles Rossow and others.

The Minnesota & Western Grain Co., of Winona, Minn., has completed arrangements for building a 20,000-bushel elevator at Viborg, S. D., in time for the fall trade.

D. W. Bremer, Clear Lake, N. D., May 12: Crop prospects never better. This, Deuel, county will have about 10,000 acres more wheat than last season. Will have to enlarge my elevator at Palmer, S. D.

Fire at Webster, S. D., May 17, destroyed five grain elevators, the Farmers Union, Merchants, Bagley, Strong and Empire. The fire broke out in an oil shed, spread to a coal yard, and thence to the elevators. The loss is estimated at \$60,000, partially covered by insurance.

John Mundt, of Hartford, S. D., sold his line of five elevators, May 15, to Truax & Betts of Alexandria. A large quantity of grain has been handled thru these houses, and the buyers look forward confidently to a profitable business. Mr. Mundt had a small advertisement in the Journal a few times, and wrote us two weeks ago: Please discontinue. If I don't sell it will not be because I did not receive inquiries enough.

Three of the burned elevators at Webster, S. D., will be rebuilt. The Empire Elevator Co. has already begun work, and the George C. Bagley Co. and S. Strong & Co., will rebuild during the summer. These are line firms, with headquarters at Minneapolis, Minn., and had their plants fully insured. The heaviest loss is that of Kramer & Willaims, who had a double elevator containing 12,000 bushels of wheat and 700 bushels of flax, with only \$3,500 insurance on building and contents. David Compton's elevator contained 4,000 bushels of wheat and 4,000 bushels of flax, insured for one-fourth its value. The line houses contained 14,000 bushels of wheat and 900 bushels of flaxseed.

### OHIO.

Long & Long, of Convoy, O., have enlarged their elevator.

The elevator at Jenera, O., has been purchased by D. R. Risser.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

The Leesburg Grain Co., of Leesburg, O., has let the contract for remodeling its elevator.

The Merchants & Manufacturers Warehousing Co. has established a branch office at Cincinnati, O.

Royal E. Cook has purchased the old Backus & Young Elevator property at Toledo, O., for \$35,000.

William H. Adlard, who recently sold his elevator at Fletcher, O., to Coppock & Patty, died recently, aged 38 years.

E. F. Sawyer, of Tiro, O., has let the contract to George Fecker for a grain elevator at Prairie Denot, O., on the Toledo & Ohio Central.



Harry Root, of Whitcomb & Root, grain dealers of Cincinnati, O., who was injured by a locomotive, in January, has partly recovered, and will soon re-engage in business.

Washington Milling Co. of Washington, C. H., O., contemplates remodeling its flouring mill and elevator at Huntington, W. Va., and will equip it with the Constant machinery.

Frank Finney, general freight agent of the Findlay, Fort Wayne & Western, Findlay, O., writes: W. M. Reese, Ottawa, O., is contemplating the location of several elevators on our road.

Grain dealers in Ohio who have not been in communication with Secretary J. W. McCord of the State Association, Columbus, will please send their names, that the list of dealers may be complete, and that every one may get an invitation to the meeting which will be held at Put-in-Bay.

The Paddock-Hodge Co. will erect a 300,000 bushel transfer elevator on the Michigan Central tracks at Toledo, O. It will be a 3 leg house with all the modern improvements. The machinery equipment will include 3 oat clippers, 3 hopper scales, and a 300 h. p. steam plant.

Smith Bros., grain dealers at Palestine, O., have made an assignment. The firm has been very liberal to patrons and has made many friends during the years it has been in business. It is hoped they will be able to resume. Tingley & Wagner of Columbus have taken charge of the elevator.

The arbitration committee of the Cincinnati Chamber of Commerce has decided the case of E. R. Ulrich & Sons, Springfield, Ill., and Henry Heile & Sons, of Cincinnati, O., relating to three cars of corn sold and delivered. The contract specified No. 3 or better. On arrival the first car was graded "rejected, mixed corn, damp, rotten grains, musty." Being wired the shipper gave Heile & Co. their choice of two propositions: to take the car at 2½ cents discount, or to send it to an elevator. The other two cars were graded "rejected mixed corn, rotten grains." The receiver wired Ulrich & Sons and immediately ordered the cars to the elevator notwithstanding that the contract instructed to hold on track. The car that was damp was mixed with the other two cars. Heile & Co. offered to take all three at five cents allowance. A representative of the Springfield firm visited Cincinnati, but failed to effect a settlement. Arbitration was resorted to, and the claims of the Illinois shipper as presented by M. R. Thayer, of Springfield, were very respectfully considered. The unanimous verdict of the committee, which consisted of A. G. Wood, A. Bender, John E. Collins, H. Lee Early and B. W. Wasson, was that on the first car an allowance of five cents per bushel should be made, the shipper to pay all charges to date; for the other two cars an allowance of two and one-half cents per bushel should be made, the receiving party to pay the elevator charges.

#### MEETING OF OHIO GRAIN DEALERS.

The annual meeting of the Ohio Association will be held at Put-in-Bay. Members will leave Columbus June 11 over the C. S. & H. for Sandusky, where they will embark at 3:30 p. m. Every regular grain dealer, whether a member or not, will be welcome to the meeting. Free transportation will be furnished from

Columbus to Sandusky, and possibly over connecting lines. A very fine meeting and a large attendance are expected. Six papers are promised on subjects of vital interest to the trade and nearly all the time will be devoted to business sessions. Prominent members of the association will read the following papers:

"The Relation of the Commission Man and Receiver to the Country Shipper." "The Relation of the Seaboard or Terminal Buyer to the Country Shipper." "The Relation of the Country Grain Dealer to the Farmer." "Our Organization, Its Purposes and Benefits." "The Country Grain Shipper, His Temptations, Trial, and Reward."

The excursion will return Thursday or Friday.

#### PACIFIC COAST.

San Francisco received its first consignment of new barley this season May 16, which is the earliest in 30 years.

David Zerwekh has purchased the grain business conducted by Mr. Atkinson under the name of the Wilson Grain Co., Seattle, Wash., and will continue the business alone.

The demand for grain bags in California is so great that the prison factory at San Quentin is unable to meet it. The directors have orders on file for 1,173,000, and are filling only those first received.

W. Clifford, of Colfax, Wash., has been found guilty of embezzlement as manager of the Shawnee Warehouse Co., of the proceeds of the sale of two carloads of barley, and is further charged with the embezzlement of 8 cars of wheat.

An elevator six stories high is to be built at Tacoma, Wash., by the Cascade Cereal Co. Grain will be received from cars at one end and into ships at the other. The new building will possess all the advantages of a bulk elevator, but will handle sack grain exclusively.

Charles DeFrance and Robert E. Elliott are charged with the theft of three cars of wheat from the Shawnee Warehouse Co., Colfax, Wash., in collusion with the company's manager. DeFrance, local agent of Tracy & Co., of Portland, bot the wheat which it is claimed Manager Clifford embezzled.

The Paul Mohr portage railway is contracting with farmers in the territory surrounding Colfax, Wash., to handle their grain this season. The company contracts to haul the grain from any point on the Snake River to Astoria for \$3.20 per ton, which is 4 cents per bushel less than the present charge to Puget Sound points.

The formation of a large commercial exchange is being agitated at San Francisco, Cal. The plan contemplates the dissolution of the present Merchants Exchange Association and Produce Exchange, and their incorporation with the new organization. From the proceeds of 500 initiation fees at \$500 each it is proposed to erect a handsome exchange building on the Merchants Exchange site.

A. G. McAdie, section director of the California weather bureau, in his crop bulletin of May 7 says: The Coast and Bay sections and Northern California received generous showers. Hay in the fields was damaged to some extent, and grain and ripening cherries were also injured, but the damage was very slight as compared with the benefit resulting to grain, fruits, pasturage and all summer crops.

Wheat shipments from the Pacific Coast are difficult to negotiate on profitable

terms. A little over a year ago the rate from San Francisco to Europe was 22s 6d, now it is about 40s for the same service. The great demand for tonnage from nitrate and lumber shippers is the principal cause. Farmers are not disposed to sell at prices low enough to pay the excessive freight necessary to place their wheat in competition with that of other countries in the Liverpool market.

#### PENNSYLVANIA.

Ephraim Wilson, employed in George H. Stewart's elevator at Shippensburg, Pa., had his head caught in the chain of an elevator and was drawn by the neck into the revolving wheel, suffering a horrible death.

Nathan Kalbach of Richland, Pa., has brought suit against Conrad B. Reber, of Sinking Spring, to recover \$500 on account of failure to deliver 1,000 bushels of wheat in 1898. Shipment was delayed until the price had fallen 50 cents per bushel.

#### SOUTHEAST.

John L. Rodgers & Co., grain receivers of Baltimore, Md., who failed some time ago, have applied for relief thru the bankruptcy act from debts aggregating \$34,337. The assets are \$770.

The National Hay Association, which will hold its annual convention at Baltimore, Md., will have its sessions at Raine's hall, immediately adjoining the Chamber of Commerce, and make its headquarters at the Carrollton hotel. Altho the meeting will not be held until August 14. Secretary Collins has assurances that a large number will be present.

#### SOUTHWEST.

J. C. Robb, of Kingfisher, Okla., will build an elevator.

Two elevators will be built at Reedville and two at Cashion, Okla.

C. B. Franke will build a 10,000-bushel elevator at Pond Creek, Okla.

Lon Whitford and Mr. Truskitt are building an elevator at Nowata, I. T.

A large elevator is being built at Medford, Okla., by the Medford Mill & Elevator Co.

A railroad is being built from Kiowa, Kan., thru Blaine and Woods Counties to Oklahoma City.

The Farmers Milling Co., of Hennessey, Okla., which is building a mill, will also erect an elevator.

The Drennan Grain Co. has recently bot Elevator C at Hennessey, Okla., and will put in an oat clipper.

At El Reno, Okla., the Canadian County Mill & Elevator Co. is building a 100,000-bushel elevator adjoining its mill.

An elevator is being built at Cashion, Okla., by T. J. Lindsey, who resides at Seward, where he operates an elevator.

The Galveston Board of Trade and the New Orleans Board of Trade are considering the feasibility of establishing uniform grades of grain for all the Gulf ports. A meeting of elevator men, grain inspectors and railway officials will be held early in August at Kansas City to agree on the standards.

Former Grain Inspector Switzer of the New Orleans Board of Trade has brought suit for damages for his discharge, which he alleges was caused by the railroad companies. Switzer says his vigilance pre-



vented the companies from transferring grain when it was heated, or below grade specified by the bill of lading.

O. R. Fogan, H. H. Hagan and others of Guthrie, Okla., have recovered judgment for \$3,162 at Kansas City, against the Duvall Seed & Grain Elevator Co., of Independence, of whom plaintiffs had purchased the patent right on a grain cleaner. It is claimed the machines were not shipped in time for the market and were of an inferior quality.

The Buschman-Cave Commission Co., of St. Louis, Mo., informs us that a grain dealers' association is being formed in the Indian Territory and the Southwest. A meeting of all the regular grain buyers in that territory has been called for May 28 at Claremore, I. T., when the association will be formally organized and officers for the ensuing year elected.

### TEXAS.

Crutchfield Bros., Vernon, Tex., will put in a cleaner.

H. W. Coit, Renner: Wheat is full of small green bugs.

Hunt Bros., of Wichita Falls, Tex., are enlarging their elevator.

Boone Kirk, of Navasota, Tex., will erect a new warehouse.

J. W. McCall, of Nocona, Tex., will put in a sheller and crusher.

D. H. Thompson, of Waxahachie, Tex., is putting in a wagon dump.

J. M. Sheppard has succeeded Bennett & Sheppard at Kaufman, Tex.

The Alliance Mill & Elevator Co. will erect an elevator at Denton, Tex.

G. B. R. Smith expects to build a 25,000-bushel elevator at Howe, Tex.

Gustave A. Jahn of New York will build a rice mill at Beaumont, Tex.

The Victor Milling Co., of Wichita Falls, Tex., is enlarging its elevator.

The Beall Elevator Co. has succeeded Beall & Woodward at Van Alstyne, Tex.

Schiff & Wylie, Greenville, Tex., will put in an oat clipper and a gasoline engine.

M. P. Bewley, of Fort Worth, Tex., is building small elevators at Krum and Justin, Tex.

W. O. Brackett & Co. will build a 20,000-bushel elevator and warehouse at Sherman, Tex.

The Pioneer Mill & Elevator Co., at Stanford, Tex., is building a 30,000-bushel cribbed elevator.

S. W. Hayes, of Crawley, Tex., reports that the army worm is doing considerable damage to wheat.

F. J. Phillips and others have let the contract for a 30,000-bushel steel elevator at Greenville, Tex.

A 30,000-bushel cribbed elevator will be built by the Morgan Mill & Elevator Co., Morgan, Tex.

A company has been organized at Wolfe City, Tex., to build a mill and an elevator of 30,000 bushels capacity.

B. Wiesmann, Muenster, Tex.: Wheat and oats are fine; prospects for a large crop; acreage about the same.

H. Waldo, Collinsville, Tex., May 21: The Grayson County corn crop has been very much retarded by cold, wet weather.

E. Early, of Waco, Tex., says that the wheat acreage is 40 per cent larger than last year, and the yield 50 per cent greater.

O. T. Lyons & Sons, of Sherman, Tex., are installing the B. S. Constant Ear Corn Feeders at their elevator at Rockwell, Tex.

C. L. Fatherree, Justin, Tex.: Wheat crop the finest; acreage 20 per cent larger. The acreage of corn and oats is smaller.

J. E. Davis, of Milford, Tex., is putting in a Barnard & Leas Warehouse Separator and a Hopper Scale of 100 bushels capacity.

Fire at Fort Worth, Tex., May 8, destroyed machinery valued at \$5,000 belonging to the Tarrant Grain & Mill Co. Fully insured.

W. U. Baker, Riovista, Tex.: The acreage of wheat is 100 per cent larger and of oats 50 per cent less than last year. Both promise a large crop.

G. M. Wilson has engaged in the grain business and is building a warehouse on the M. K. & T. at Denman Spur. His post office is Brandon.

Eugene Early, Waco, Tex.: Too much rain for wheat and oats. With fair weather we will have by long odds the largest crops we ever had.

W. R. Fields, Howe, Tex., will put in a conveyor and increase the handling capacity, besides adding an oat dump and a New Process Corn Sheller.

Boone Kirk, of Navasota, Tex., states that the overflow in the bottoms has drowned out all the corn; but there will be a little on higher ground.

Elevators of 20,000 bushels capacity are being built at Krum and Justin on the Santa Fe by the Cameron Mill & Elevator Co., of Fort Worth, Tex.

D. T. Herring, Nocona, Tex.: Acreage of wheat is 10 per cent larger; excellent prospects. The oats acreage is the same, and its condition fine.

The Sleeper Grain Co., of Waxahachie, Tex., has put in a Howes Dustless Separator, two elevator legs, one additional wagon dump and a 25-h. p. electric motor.

At Cleburne, Tex., J. L. Cleveland is putting in a 20,000-bushel elevator to be equipped with Invincible Cleaner, clipper, sheller and 30-h. p. Otto Gasoline Engine.

J. L. Cleveland, Cleburne, Tex.: The wheat acreage is 75 to 100 per cent larger than last year; large yield promised. Oats acreage 20 per cent larger; condition good.

J. F. Edwards, Denton, Tex.: Wheat acreage is 15 per cent larger; oats 20 per cent less. Prospects for wheat first-class; oats fair. Corn acreage about normal; it is late.

E. R. Kolp, Henrietta, Tex., May 17: The wheat acreage is 95 per cent of last year's, the condition fine. The oats acreage is 105 per cent, and its condition as fine as possible.

The Meridian Mill & Elevator Co., which was recently incorporated at Meridian, Tex., is building a 100-barrel mill and erecting two steel storage tanks of 6,000 bushels capacity each.

W. R. Fields, Howe, Tex.: Wheat acreage is increased 40 per cent; acreage of corn and oats about the same as last year. Condition very fine; large crop assured; harvest will come June 1.

A. S. Lewis, of Weatherford, has moved to Waco, Tex., where, in partnership with the Binyon Storage Co., he will operate the Wm. Cameron 175,000-bushel elevator under the style of A. S. Lewis Co.

E. Schiff, Greenville, Tex.: The wheat acreage is double last year's, and the condition is fine—the best I ever saw. It will average 20 bushels to the acre. The acreage of oats is 10 to 15 per cent larger and its condition good.

F. W. Jackson, of Renner, Tex., is building an elevator of 25,000 bushels capacity with Invincible Clipper and Cleaner and 20-h. p. steam engine. Mr. Jackson will build a sheller plant with a steam plant of 40 horse power.

J. T. Stark & Co., of Plano, Tex., have rebuilt their electric light and power plant, and in July will rebuild their sheller plant, with a New Process Sheller, Foos Scientific Corn Mill, etc. The oats and corn machinery was not destroyed.

Williamson, Blocker & Miller are building a 50,000-bushel elevator at Honey Grove, Tex., and will put in an oat clipper, wheat separator, hopper scales, wagon scale and dump. Power will be furnished by a 30-horse electric motor.

C. D. Allison & Bros. have just completed a 10,000-bushel elevator at Leonard, Tex., equipped with a Bird Wheat Cleaner and Grader. They have enlarged their corn sheller plant and put in a New Process Sheller and a 14-h. p. Springfield Gasoline Engine.

The Gribble-Carter Grain Co. has succeeded the Gribble Grain Co., at Sherman, Tex. The capital stock of the new company is \$10,000. J. B. Carter, of Ozark, Ark., is president; J. W. Blake, vice-president, and C. F. Gribble, secretary and treasurer.

E. R. & D. C. Kolp, Jr., of Henrietta, Tex., have bot the 25,000-bushel elevator of D. D. McMillan at Henrietta, and the 15,000-bushel elevator of the same firm at Harrold, Tex., and will operate the two houses in connection with the elevator at Iowa Park, Tex., where the firm has succeeded the Iowa Park Lumber & Grain Co.

Hanna & Leonard, of Galveston, Tex., are erecting a 50,000-bushel cleaning elevator. It will be built so 100,000 bushels storage capacity can be added. The equipment will include a clipper and a separator, and the machinery will be driven by a 75-h. p. electric motor. Frank Kaucher has made the plans and will erect the building.

W. E. Werkheiser, of Temple, Tex., is building an elevator with 50,000 bushels storage and 1,000 bushels handling capacity per hour. It will be fully equipped for handling grain in transit and from wagons. A 16-h. p. Fairbanks-Morse Gasoline Engine will drive the two elevator legs, Barnard & Leas Separator and Clipper, and large size dust collector.

### WISCONSIN.

T. E. Williams' elevator at Beaver Dam, Wis., was recently burned.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

Eli Hawks, the pioneer grain dealer of Juneau, Wis., died May 10. He built the first elevator in Wisconsin in 1855.

Work is progressing rapidly on the addition to the malt house of the Wisconsin Malt & Grain Co., at Appleton, Wis.

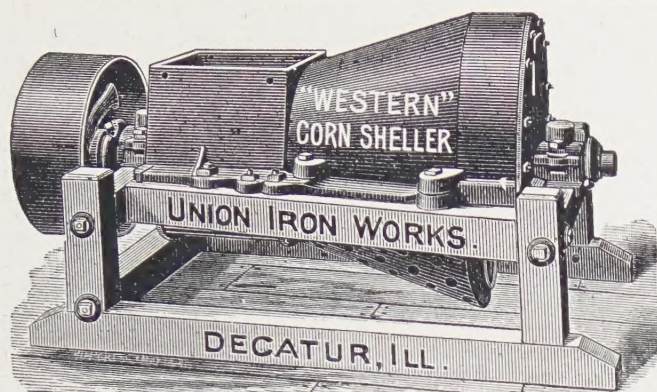
Harry Wilson, of Wilson & Co., Milwaukee, Wis., has formed a connection with The Lull-Franke Grain Co., Milwaukee.

Douglass & Dunn, of Lake Geneva, Wis., will move their elevator a short distance to accommodate the railroad switch.

C. C. Kuehl, of Brillion, informs us that Nic Blau, who has been buying grain at that point for the last five or six years, has bot Russell Bros.' warehouse at Kaukauna, Wis., taking possession June 1.

The Milwaukee Elevator Co., which conducts the Armour business at Milwaukee, Wis., has abandoned its elevator C because of the higher rates on insurance recently exacted. The risk is considered extra hazardous on account of the presence of drying and cleaning machinery.





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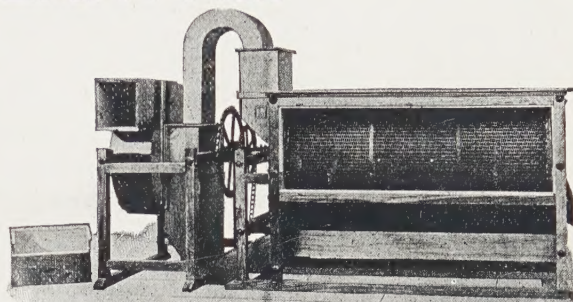
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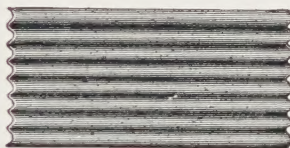
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SCALES AND  
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Galvanized and Painted Corrugated Iron.  
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Write for Prices. KANSAS CITY, U. S. A.

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**YOUR OLD ROOFS**

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WILL NOT CRACK, PEEL NOR BLISTER.  
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## PATENTS GRANTED

Thomas A. Edison, of Llewellyn Park, N. J., has been granted letters patent, No. 648,933, on a drier.

Eugene Jaquemin, of Minneapolis, Minn., has been granted letters patent, No. 649,696, on a grain door.

Henry M. Plummer, of New Bedford, Mass., has been granted letters patent, No. 649,140, on a weighing apparatus.

Daniel M. Tuttle, of Canastota, N. Y., has been granted letters patent, No. 649,778, on an electrical igniter for gas engines.

Charles E. Duryea, of Peoria, Ill., has been granted letters patent, No. 649,441, on a sparking igniter for explosive engines.

Veuve Leon Longuemare, of Paris, France, has been granted letters patent, No. 649,324, on a carbureter for explosive engines.

William H. Prinz, of Chicago, Ill., assignor to the Saladin Pneumatic Malting Construction Co., same place, has been granted letter patent, No. 649,351, on apparatus for drying malt.

Warren H. Gleason, of Chelsea, Mass., has been granted letters patent, No. 649,103 (see cut), on a portable grain elevator. The apparatus consists of a tower mounted on a supporting plate, to which is hinged a grain bin. An endless belt with buckets attached is hung in the tower and moved by the pulley, which is driven by the bevel gears and shaft.

James J. Gerber, of Minneapolis, Minn., has been granted letters patent, No. 649,724 (see cut), on a distributing spout for grain elevators. The patent covers the arrangement of the lever under the inclined spout, whereby it may be disengaged from one bin opening and connected to another. A forked arm extends diagonally upward from the vertical standard. Pivoted on the arm near its extremity is a lever operated by the rope and having on its end a roller which engages with the under surface of the spout.

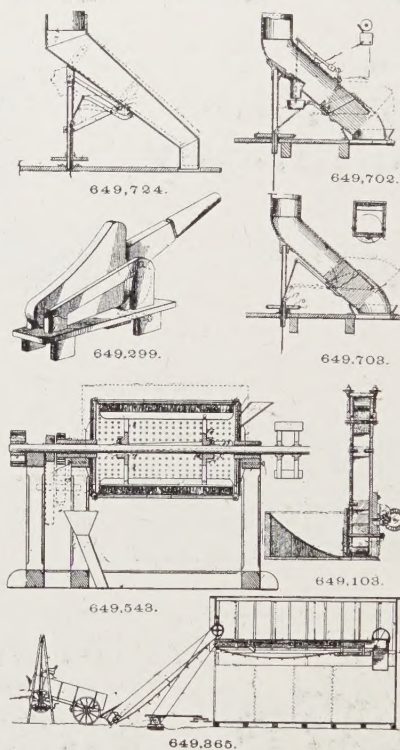
William E. Larmon, of Alvaton, Ky., has been granted letters patent, No. 649,543 (see cut), on a device for cleaning grain. The perforated cylinder is mounted on hollow trunnions thru which a shaft runs to operate the interior brush. One of the trunnions is geared to the speed shaft, enabling the screen cylinder to rotate independently. Removable closer heads keep the grain from escaping at the ends of the cylinder. Entering thru the spout at the right the grain is swept against the screen, cleaned and discharged at the left into the hopper.

Charles A. Scott, of Broughton, Ill., has been granted letters patent, No. 649,365 (see cut), on a grain conveyor. The conveyor is divided into a front section, rear section, and intermediate sections, the latter being removable. A driving shaft is permanently fixed in the front end section, with a detachable shaft in the rear end section. An endless belt is operated by the shafts, and the rear end section has an opening thru which to discharge the grain. The engraving shows the arrangement of the conveyor with respect to the bins, the sweep power, elevator and wagon.

Randolph F. Hageman, of New Madison, O., has been granted letters patent, No. 649,299 (see cut), on a car mover. This tool consists of a flat base plate resting on the tread of the rail, with two pairs of front and rear lugs embracing the

rail, a steel pin with sharp angular edges under the base plate and bearing on the tread of the rail, a shoe pivoted at its forward end to the base, and an operating lever pivoted to the rear end of the base and having its pivot located vertically above the pin. When the handle of the lever is depressed it raises the shoe against the car wheel, and at the same time causes the gripping pin to cut into and take hold of the rail.

Randolph J. Moulton, of Minneapolis, Minn., has been granted letters patent, Nos. 649,702 and 649,703 (see cut), on a grain distributor. No. 649,702 relates to the automatic overflow alarm. In the lower surface of the spout is an overflow opening bridged over by an inclined plate. Under the opening is a pan hanging from one end of a lever, having at the other end an electrical contact permitting the circuit to be closed to ring the bell, which may be located on the operating floor. When the grain backs up in the spout a



portion falls into the pan and by its weight causes the bell to ring. No. 649,703 relates to the distributor proper, consisting of an inclined swinging spout, having its upper end supported under a discharge opening, and its lower end provided with a rectangular telescoping section. The lower rectangular section is hinged to the spout and may be tilted up from the bin opening, and the discharge of grain cut off by the operator by a pull on the rope fastened to the end of the lever.

Breadstuffs imported into Porto Rico will be subject to the following duty under the new law: Flour, free of duty; rice, free of duty; corn and oats, 2¼ cents per bushel; cornmeal, 3 cents per bushel, and oatmeal, 1½ mills per pound; beans, 67-10 cents per bushel. Under the Dingley law some commodities bear a specific tax and others an ad valorem duty. The ad valorem duties given above have been computed by the treasury department on the present market values.

## SUITS AND DECISIONS

J. H. Donovan of Detroit has won his suit against a customer for \$150 due on a trade in futures. The contention of defendant that it was a gambling transaction was exploded by the lower court, and the supreme court of Michigan has reaffirmed that the deal was legitimate.

The Minnesota Supreme Court has decided in favor of the Victoria Elevator Co. in the suit brot by Michael Ferch, Jr., for refusal to deliver wheat to any party holding a storage receipt. A demand upon the agent's son at the usual place of business did not constitute a proper demand.

A contract for the transportation of goods which attempts to limit the carrier's liability to a certain specified amount is void when the loss is occasioned by the carrier's negligence, and the consignor can prove and recover the actual loss sustained. *Marquis vs. Wood*, 61 N. Y. S. 251.

If a shipper tenders goods to a common carrier, which are in proper condition for shipment, the carrier is bound to accept them. And if the carrier refuses or neglects to ship the goods because of personal dispute between the shipper and the station agent, the carrier is liable for the damages sustained. *Lanning vs. Sussex R. R. Co.*, 1 N. J. Law J. 21.

Where a warehouseman issued receipts to the owner of grain, stating that a part was held subject to the order of a certain bank, and the owner sold and shipped grain from the warehouse for over a year with the bank's knowledge, but no specific consent, it was held the warehouseman was not liable to the bank in an action upon the receipts, for failure to retain the grain specified therein. *Cleveland Nat. Bank vs. Bryant*, 54 S. W. Rep. 73.

Extent of liability for negligently starting a fire which spreads to lands of other owners is held to be the damage done on the abutting lands, and the court refuses to extend the liability to damages to the lands of more remote proprietors, on the ground that the negligence in starting the fire is not the proximate cause of the destruction of property on lands which do not abut on the premises from which the fire started. *Hoffman vs. Kink* (N. Y.) 46 L. R. A. 672.

The Supreme Court of Illinois handed down a decision a few days ago, involving the purchase price of 4,000 bushels of corn sold by appellant, a farmer, to a grain dealer at Rossville, Illinois, named Lister Andrews. The corn was all delivered by Oct. 16, 1895. The next day Andrews absconded and on October 21 he turned over possession of the elevator and contents, including said corn, to one Watson, who had loaned him large sums of money. The day following, October 22, the farmer levied on certain cars of grain loaded from said elevator. The ruling question in the case was whether or not Andrews had sold and delivered to Watson the grain levied on in satisfaction of his indebtedness prior to the levy. The jury found in favor of Watson. It seems that no bill of sale or memorandum in writing passed from Andrews to Watson, but the Supreme Court holds that the sale of personal property is valid, notwithstanding the absence of such writing. Watson was more vigilant than the appellant, and therefore was protected, there being no fraud or dishonesty shown. *Williams vs. Andrews, et al.* 185 Ill. 98.



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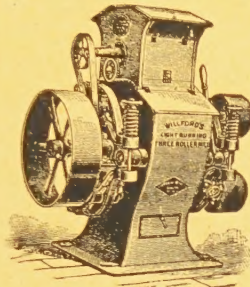
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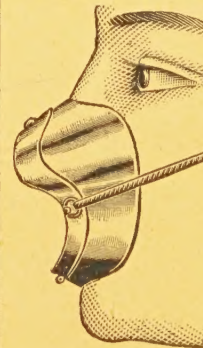
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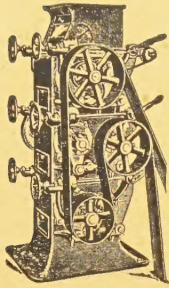
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